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**THE BRITISH AGRARIAN AND  
AMERICAN MEAT**

The paroxysms of the British farmer in regard to American meats in the London markets are simply political echoes of the agrarian agitation in Germany.

The Englishman is rapidly awakening to the fact that our prime, hand-fed, carefully refrigerated and ripened carcasses surpass in excellence the famed "roast beef of old England." If it were not so British prejudices would not readily yield the native grown cut to the foreign article, even though the diner would have to pay more for the "home" product.

We kill more cattle in this country than there are in the herds of the whole of the United Kingdom. In fact we kill nearly fifty per cent. more than the total cattle herds of the British Isles.

American meats have made their own market in England by fetching the price of carcass beef down to where the British middle classes can afford to pay for and eat meat. This fact is verified by the circumstance that the populace of the United Kingdom now eat twice as much meat per head of population as they did twenty years ago. We have thus contributed to building up the physique of the British middle classes by putting meat within the reach of their means.

The day of 60 cents per pound for ordinary porterhouse steaks in the "tight little isles" has passed. If a steak now fetches 40 cents per pound it is a pretty good one. Ordinary cuts are now less than half the old price.

The British farmer has simply been put on the rack of competition and had to fetch his meat down to the level of trade prices. That is why his voice is heard in the land.

We do not think that either the club man, merchant or the workingman of John Bull will consent to impose heavier burdens upon his purse in the form of higher living expenses by either excluding our meats or by creating tariff or other

conditions which would raise the price to him at the butcher.

If the quality of the English beef has been degraded by carelessness, with the English connoisseur still willing to pay the former high price for such a brand, all the farmer has to do is to again produce this high grade beef of which we heard so much in past years and he will have his exclusive trade all to himself. Our merchants would not attempt to oust him.

The fact is, however, that our "prime export beef" fills the same bill at a much lower price to the consumer. It is more scientifically built, sweeter and better ripened.

The Australian and South American frozen meats, while supplying a certain class of custom, cannot compete with the superb beef from this country, which is winning its way. On the other hand we cannot compete with Antipodian mutton.

The English agrarian issue is all noise. Its demands are impossible in British political and commercial life.

**OUR INCUBATING TREATIES**

Reciprocity is the fever of the hour. We have a brood of negotiated but unsatisfied treaties secretly agreed upon with our commercial friends. They should be put into active life when the Senate meets.

When a foreign power and an accredited representative of our government have negotiated an instrument which is acceptable to this convention is at least worthy of trial by us, especially so when all parties and interests have had a full hearing before the one whose appointment to his high office was due to his tact, ability and peculiar fitness for such a post.

We, as a government, have got into the bad habit of giving every interest a full hearing and then of reopening the closed incident to certain interested parties or trades for a sort of ex parte hearing. This conduct assures suspicion and invites interference from other interests. All of this

tends to throw suspicion upon our committee or preliminary hearings and discredit our negotiations. They tend to cause foreign governments to, in a sense, regard the negotiation of commercial treaties with us as a time-serving farce. They, consequently, are reluctant to open such negotiations with us, or they simply play the incident as a move in some other diplomatic situation which has an ulterior purpose.

We should treat such negotiations with perfect sincerity and the agreements reached with candor and sacredness, finally disposing of them in decent order one way or the other. Or we should avoid the incident entirely.

The Chinese expletive of wearisome delays may be a device which suits the patient spirit and long-winded palaver of a race that traces the stages of a step forward through centuries, but it does not suit a nervous, active, hot-blooded race like ours which surges forward with intuitive and bated impetuosity.

#### THE PRUSSIAN DIET'S BILL OF FARE

We published recently a draft of the new Customs Tariff which the Prussian Government proposes to introduce. It looked significant and, to us, a bit unsavory. It had not hitherto been published.

There is a general impression on the other side that the Minister, urged by the demand of the Agrarians, is introducing this bill specifically against American food products. The prevalence of this impression will, and does now in many instances, reduce the sales from America. It is understood also, that this card is played as a strong factor in the diplomacy which is fixing Germany's commercial treaties with other countries, for no German well posted in political affairs believes that such a severe and senseless tariff clause will eventually pass the Bundesrath, and then get through the Reichstag.

This, however, is another whiff of the bad breath of Germany's nausea over our successes at Manila and in the commercial field. Well, tariffs do not grow foods nor stop hunger. When we get through teaching our industrial lesson we will take up the problems of diplomacy more seriously.

#### COTTON SEED SHORTAGE IN TEXAS

The cottonseed oil and compound lard interests all over the world are naturally watching the condition of the Texas cotton crop, which yields fully one-third of the entire cottonseed produced in this country.

At this writing there is nothing favora-

ble to be reported about the Texas cotton crop, which has been in a bad way during most of the growing period. Instead of improving as the summer wore on, the contrary has been true. In fact the hot and dry weather, broken only by occasional showers which do the crop no good, has retarded the growth of the cotton plant very much. Climatic and growing conditions have not been so adverse for years. The bolling is not as prolific as it should be at this time and the bolls have not experienced that full development which presaged the large crops of other years. The keen commercial eye looks for a considerable shortage in this year's crop, even though the growing conditions have, during the latter part of August, improved in many of the Southern States of the cotton belt.

#### UNEVENNESS IN HIDES

The tanners complain about the unevenness of country hides purchased from dealers. Small slaughters are careless in pulling the hides and caring for them.

A tanner of many years' experience is making fine leather from domestic hides said: "The bane of the tanner's life is to get the right sort of raw material and of the quality to make the kind of leather he wants in order to attain the results he seeks. It does not matter that he finds the proper weights, as that does not tell the bill. He may buy a car of hides from a certain jobber which are all of a uniform quality and when he tans and finishes them they may come out satisfactorily and he congratulates himself that he can get the desired results, but the very next lot works wrong. Especially is this true of spring and winter hides, but the summer and fall hides run better. He buys No. 1 hides, as he has no use for any other, and when tanned frequently finds little No. 1 and more No. 2, as a result."

The above applies to pick-up hides. It does not apply to packer hides. Packer hides are uniform. It is for this reason that many tanners will not buy pick-ups if they can get packer hides. It would be impossible for dealers who pick up hides all over the country from every one to have them run as even as packer hides. The very nature of the method by which pick-ups are gathered makes them uneven.

#### LIVERPOOL STOCKS

	Sept. 1.	Aug. 1,
Bacon, boxes.....	12,700	13,000
Hams, boxes.....	3,900	2,800
Shoulders, boxes.....	2,100	2,400
Cheese, boxes.....	91,300	49,000
Butter, cwt.....	9,300	11,300
Lard, tcs.....	8,900	7,100
Lard, other kinds, tons... 1,300		1,690

#### NEW YORK STOCKS

	Sept. 1,	Aug. 1,
Pork, old and new, bbls..	6,725	5,765
Lard, tcs, prime.....	10,072	11,335
Lard, tcs, off grade.....	114	132
Stearine, tcs.....	858	998

#### ADDITIONAL JULY EXPORTS

Following were the additional July exports as announced by the Treasury Department:

Bones, Hoofs, Horns and Horn Tips, Strips and Waste.—July, 1900, value, \$16,750; 1901, value \$10,755. For seven months of 1900, value \$127,580; 1891, value \$11,350.

Eggs.—July, 1900, 375,177 dozen, value \$59,763; 1901, 306,933 dozen, value \$48,925. For seven months of 1900, 4,185,019 dozen, value \$646,327; 1901, 1,872,618 dozen, value \$311,582.

Fish (Fresh and Cured).—July, 1900, value \$194,527; 1901, value \$195,087. For seven months of 1900, value \$2,367,070; 1901, value \$2,139,703.

Glue.—July, 1900, 204,537 lbs., value \$19,606; 1901, 248,535 lbs., value \$25,495. For seven months of 1900, 1,347,803 lbs., value \$129,352; 1901, 1,729,744 lbs., value \$164,879.

Grease, Grease Scraps, and all Soap Stock.—July, 1900, value \$369,090; 1901, value \$237,761. For seven months of 1900, value \$1,970,699; 1901, value \$1,803,098.

Hides and Skins, other than Fur Skins.—July, 1900, 609,136 lbs., value \$65,566; 1901, 910,122 lbs., value \$99,320. For seven months of 1900, 4,705,419 lbs., value \$482,314; 1901, 5,532,760 lbs., value \$529,585.

Cottonseed, Oil Cake and Oil Cake meal.—July, 1900, 52,917,559 lbs., value \$637,469; 1901, 60,950,447 lbs., value \$629,750. For seven months of 1900, \$600,298,393 lbs., value \$6,242,643; 1901, 721,917,927 lbs., value \$7,459,180.

Lard Oil.—July, 1900, 78,522 gals., value \$43,519; 1901, 38,158 gals., value \$23,211. For seven months of 1900, 340,029 gals., value \$169,811; 1901, 374,183 gals., value \$221,026.

Cottonseed Oil.—July, 1900, 1,289,595 gals., value \$461,439; 1901, 1,852,602 gals., value \$673,946. For seven months of 1900, 25,419,371 gals., value \$8,536,663; 1901, 30,802,262 gals., value \$10,236,451.

Canned Pork.—July, 1900, 655,201 lbs., value \$50,174; 1901, 596,055 lbs., value \$51,255. For seven months of 1900, 5,580,751 lbs., value \$437,999; 1901, 5,099,194 lbs., value \$403,264.

Mutton.—July, 1900, 57,715 lbs., value \$4,005; 1901, 13,171 lbs., value \$1,529. For seven months of 1900, 270,000 lbs., value \$23,139; 1901, 179,902 lbs., value \$14,091.

Lard Compounds (Cottoline, Sardine, etc.).—July, 1900, 1,335,189 lbs., value \$86,918; 1901, 1,984,931 lbs., value \$130,397. For seven months of 1900, 14,001,596 lbs., value \$853,975; 1901, 14,865,467 lbs., value \$920,902.

Sausage and Sausage Meats.—July, 1900, 1,563,402 lbs., value \$141,917; 1901, 816,751 lbs., value \$80,227. For seven months of 1900, not previously given separately. Seven months 1901, 4,747,875 lbs., value \$460,397.

Sausage Casings.—July, 1900, value \$76,384; 1901, value \$232,318. For seven months of 1900, value \$1,335,330; 1901, value \$1,238,515.

Miscellaneous Canned and Other Cured Meats not Otherwise Listed.—July, 1900, value, \$372,895; 1901, value \$544,233. For seven months of 1900, value \$3,293,525; 1901, value \$3,218,543.

Soap (Toilet or Fancy).—July, 1900, value \$43,400; 1901, value \$47,600. For seven months of 1900, value \$329,553; 1901, value \$323,287.

All Other Soaps.—July, 1900, 2,509,667 lbs., value \$80,831; 1901, 2,234,607 lbs., value \$79,992. For seven months of 1900, 19,743,282 lbs., value \$688,358; 1901, 17,270,470 lbs., value \$588,121.

Raw Wool.—July, 1900, 1,000 lbs., value \$172; 1901, 2,975 lbs., value \$344. For seven months of 1900, 308,598 lbs., value \$47,128; 1901, 88,328 lbs., value \$13,979.

## ODD AND STRANGE MEAT STORIES

BY COL. JOHN F. HOBBS

(Specially written for THE NATIONAL PROVISIONER from jottings in his note books made from personal observation during his years of study as a journalist and traveller in various parts of the globe)

VI.

### THE STEAK OF THE SEA COW

There is a little steamer which runs from Cooktown, Cape York Peninsula, to Port Moresby, in New Guinea, sometimes called by its old name, Papua.

In those days it was the "Governor Blackall" which made the run, and she stopped at Thursday Island, where a pearl shelling and fishing fleet rendezvoused during the off season or put in there when in distress or when loaded with a valuable and a large catch. The natives of Thursday Island may at some distant day in the past have been a somewhat different and cannibalistic race, but now they are a mongrel set of half-breeds of whites and the natives of the Prince of Wales and surrounding groups of islands.

These people are a daring set of treacherous rascals, but they are a handy lot and are often shipped by the fishing smacks, both because of their good seamanship and because of their valuable knowledge of the tropical weather conditions which prevail in that quarter. They are valued for another purpose. They understand the habits of the commercial fish which are sought in those waters. They know the pearl shell beds and they understand the gathering and preparation of beche-de-mer, that valuable article in the South Pacific.

The "black devils" of Thursday Island are a most necessary adjunct to the "mosquito fleet" which operates in those latitudes. They are invaluable to the hunter of the dugong, or sea cow, which is so prized for food purposes by both the whites as well as the indigenous tribes which inhabit the coast that trace out the lands about Torres Straits and on both sides of these straits.

A little party of explorers landed on Thursday Island not long ago for a short stay, waiting the steamer which would take some of the members of it to New Guinea in quest of gold. The other members remained to hunt the same metal on the little island where they had just landed. Still other members of the party were to come by the next British India steamer from the Cape, but they had been detained, so six weeks would now elapse before the full party could be made up. It happened that the prospecting end of the combination had "missed the boat" and hence held up the financial end of both the Thursday Island and the Papua gold exploring, both of which were seeking the yellow metal in the interest of a strong mining syndicate that formed and sent out the expeditions.

Six weeks on Thursday Island become monotonous even before the first two weeks have passed, unless one is a sketch artist or a story writer.

It so happened that a little vessel lay at anchor in port ready to put back into Torres Straits. She had discharged her cargo and was going in quest of sea cow. The

opportunity was offered to the newcomers to board her for a month or six weeks' cruise at a price.

Hunting dugong was a new experience for these gold hunters, and they accepted the offer with boyish delight.

The dugong is a queer looking animal. It has a sort of human cow face, is a mammal, but has strong tail similar to that of a seal or walrus. The dugong also has the tusk of the latter. This sea monster is classed as an animal; in plain English, a sea cow. It bellows much like a bull.

When about two weeks out a herd of these water cattle came in view along the baited path laid by the experienced fishermen. They seem to bait these herds. The crew laid low and heaved in their wake. There was no harpooning or daring chase, as is usual in capturing whales. Every man jack of them hauled out his Martini-Henry rifle and took his pot shot at the queer looking objects. There was a deep, boominous noise. Only those that were seriously hurt bellowed and cut up much. At a range of a couple of hundred yards it was not difficult to hit one or two of the dozen or more of the herd in the fusilade which greeted their appearance.

The little smack simply lolled around to await results.

It takes a sea cow some time to get through kicking and cutting up to die. If none are killed or seriously wounded the herd will, after the excitement of the first attack is over, return to the bait. Then the finishing touches are put on. The rifles at sea do not make much of a noise to scare them away. They only pop. In about fifteen or twenty minutes after the broadside a big black log looking thing came to the surface about half a mile away and drifted. Soon another was seen but a short distance astern.

"Two," said the captain.

The boat was then put about to the nearer one. This taken in tow and then the little vessel made for the second and more distant one. Each was lashed to the side of the ship, which then made for shelter. There the cows were taken aboard and quickly cut into their commercial parts. These are used for dugong oil, dugong soup and dugong steak. The kill unfortunately were both bulls, one a young male. Later excursions landed some of the feminine sex.

The ship's cook was soon busy in the galley getting supper or dinner ready for eight bells on the night of the first "bag." The little party—crew and all—sat down to eat in the mess room, a modest affair to be sure; not big enough for class distinction, except as to the exclusion of the blacks, who ate on deck or anywhere that pleased their tribal tastes.

The first dish was a plate of a curious looking soup. In it floated large black

films and strange looking nodules. It was soon explained that this was dugong soup, that the long, wide black substances floating in the soup were dugong tissue, which added flavor and strength to the liquid. This proved to be true in every good sense. It was a most delightful and refreshing dish. Even the "new chums" asked for more, and some, including the writer, asked for a third plate. Such hoggishness was not in those waters and in that presence considered bad form at a dugong meal. It could readily be seen why dugong soup was so highly relished. It is not a greasy soup, and it is anything else but insipid.

After the soup came a peculiarly grained and flavored steak. It was decidedly not fish and yet it was decidedly not beef. But the flavor was pleasing to the taste and insinuating to the appetite. It was decidedly flesh with an almost imaginative suggestion of fish. It was a brand of a new class. It was simply dugong steak, for it savored of none of the conventional meats of the usual bill of fare. One, while eating the grill, could not avoid the reflection that the name "sea cow" was given this ocean animal simply because it had the bellow of a bull and that its visage suggested the face of a cow; also that it was not fish. The calf of the species sucked at the mother's udder, and the animal is a farinaceous beast.

A gorge of dugong flesh does not create the least bit of nausea, and the appetite seems to whet for it. It was very digestible, and became a popular dish during the next three weeks of the cruise of the gold seekers.

In due course the little "mosquito" put back to port with her valuable cargo of half a dozen sea cows, having, during the voyage of a little over five weeks, given the "fossickers" a pleasant trip and a new experience in the eating line.

### BIG CATTLE DEAL

H. A. Pierce, of Waxahachie, Tex., and E. B. Harrold, of Fort Worth, Tex., have purchased of S. B. Burnett, of Fort Worth, a herd of 12,000 cattle, the consideration being close to \$250,000. The deal includes between 8,000 and 9,000 steers, among them all the natives and 2-year and 3-year-olds and up from the famous 666 ranch. The herd is to be delivered by January 1. Mr. Burnett has also sold 2,500 head of yearlings to Ed. H. Reid, of Denver, at \$18 per head.

### Electric Locomotives

In addition to their general line of conveying and other machinery, the Jeffrey Mfg. Co., of Columbus, O., caters to several important special lines. One of these is electric locomotives and equipment for mines. Their latest catalogue shows these devices.

### Produce Exchange Notes

Visitors at the Exchange: F. T. Monford, C. P. Spinney, T. Costello, Chicago; W. J. Rowe, J. J. Merrill, Cleveland; Daniel Weipley, Peoria; T. D. Hill, Baltimore; W. Weddel, London; A de Neff, Brussels; A. Ranauer, Rotterdam.

# STOCKS OF PROVISIONS

## MILWAUKEE

Following were the stocks of provisions on hand in Milwaukee, Wis., at the close of business August 31, as reported to the Chamber of Commerce:

	Aug. 31, 1901.	Aug. 31, 1900.
Mess pork, winter packed (new), bbls.	5,600	2,093
Mess pork, winter packed, (old) bbls.	384	...
Other kinds of barrelled pork, bbls.	1,758	2,620
Prime steam lard, contract, trs.	2,732	6,883
Other kinds of lard, trs.	1,342	1,270
Short rib m lard, lbs.	1,539,423	870,039
Short clear middles, lbs.	251,501	13,038
Extra short clear middles, lbs.	186,308	896,213
Long clear middles, lbs.	4,703	25,523
Dry salted shoulders, lbs.	112,509	127,997
Sweet pickled shoulders, lbs.	329,686	301,690
Sweet pickled hams, lbs.	1,872,525	3,647,200
Dry salted bellies, lbs.	1,557,769	1,461,319
Sweet pickled bellies, lbs.	216,750	310,291
Sweet pickled California or picnic hams, lbs.	711,000	1,208,470
Sweet pickled skinned hams, lbs.	622,150	446,500
Other cuts of meats, lbs.	3,068,529	3,665,498
Ex. Short Rib middles, lbs.	470,327	711,942

## KANSAS CITY

Following were the stocks of provisions on hand in Kansas City, Mo., at the close of business August 31, as reported to the Board of Trade and attested by E. D. Bigelow, secretary:

	Aug. 31, 1901.	Aug. 31, 1900.
Mess pork, bbls.	3	266
Other kinds pork, bbls.	4,800	2,739
P. S. lard, contract, trs.	5,067	1,137
Other kinds lard, trs.	5,504	7,327
Short rib middles, lbs.	9,358,573	7,626,380
Short clear middles, lbs.	2,664,522	226,802
Extra S. C. middles, lbs.	2,782,932	1,678,388
Long clear middles, lbs.	60,472	83,020
Dry salt shoulders.	1,301,735	2,923,957
D. S. bellies, lbs.	1,872,590	2,544,455
S. P. shoulders, lbs.	654,896	1,139,332
S. P. hams, lbs.	13,132,456	11,953,303
S. P. bellies, lbs.	3,451,703	2,632,597
S. P. Cal. ham, lbs.	2,975,006	3,057,836
S. P. skinned hams, lbs.	2,056,668	2,643,160
Other cut meat, lbs.	7,186,396	7,938,351

## Live Hogs

	August, 1901.	August, 1900.
Received	200,965	190,247
Shipped	15,442	17,989
Driven out	189,400	172,907
Average weight	187	219

## CHICAGO

Following were the stocks of provisions on hand in Chicago, Ill., at the close of business August 31, as reported to the Board of Trade, and attested by G. F. Stone, secretary:

	Aug. 31, 1901.	Aug. 31, 1900.
M. Pork, new, made since Oct. 1, 1900, bbls.	51,103	41,948
M. Pork, made Oct. 1, '99 to Oct. 1, '00	1,147	22,858
Mess Pork, in pkd, (old) '98-'99	31,509	19,434
Other kinds of Barreled Pork, bbls.	47,495	95,169
P. S. Lard, made since Oct. 1, 1900, tcs.	47,495	95,169
P. S. Lard made Oct. 1, '99 to Oct. 1, '00	2,263	2,263
P. S. Lard, made previ- ously to Oct. 1, '99	8,145	16,478
Other kinds of Lard	21,380,255	12,464,967
Short Rib Middles, made since Oct. 1, 1900, lbs.	489,880	901,290
Short Rib Middles, made previous to Oct. 1, 1900,	2,285,461	1,196,800
Extra Short Clear Middles, made previous to Oct. 1, 1900, lbs.	3,513,780	2,801,545
Long Clear Middles, lbs.	99,955	128,359
Dry Salted Shoulders, lbs.	927,826	1,128,457
Sweet Pickled Shoulders, lbs.	2,142,263	1,458,524
Sweet Pickled Hams, lbs.	28,575,339	21,897,591

## THE PRESIDENT ON RECIPRO- CITY.

President McKinley, speaking at the Pan-American Exposition on Thursday, in commenting upon our commercial needs and upon our industrial activity, said:

"Our industrial enterprises, which have grown to such great proportions, affect the homes and occupations of the people and the welfare of the country. Our capacity to produce has developed so enormously and our products have so multiplied that the problem of more markets requires our urgent and immediate attention. Only a broad and enlightened policy will keep what we have. No other policy will get more. In these times of marvellous business energy and gain we ought to be looking to the future, strengthening the weak places in our industrial and commercial systems, that we may be ready for any storm or strain."

"By sensible trade arrangements which will not interrupt our home production, we shall extend the outlets for our increasing surplus. A system which provides a mutual exchange of commodities is manifestly essential to the continued and healthful growth of our export trade. We must not repose in fancied security that we can forever sell everything and buy little or nothing. If such a thing were possible it would not be best for us or for those with whom we deal."

"We should take from our customers such of their products as we can use without harm to our industries and labor. Reciprocity is the natural outgrowth of our wonderful industrial development under the domestic policy now firmly established. What we produce beyond our domestic consumption must have a vent abroad. The excess must be relieved through a foreign outlet and we should sell everywhere we can and buy wherever the buying will enlarge our sales and productions, and thereby make a greater demand for home labor."

"The period of exclusiveness is past. The expansion of our trade and commerce is the pressing problem. Commercial wars are unprofitable. A policy of good will and friendly trade relations will prevent reprisals. Reciprocity treaties are in harmony with the spirit of the times; measures of retaliation are not."

"If, perchance, some of our tariffs are no longer needed for revenue or to encourage and protect our industries at home, why should they not be employed to extend and promote our markets abroad?"

"Then, too, we have inadequate steamship service. New lines of steamers have already been put in commission between

the Pacific coast ports of the United States and those on the western coasts of Mexico and Central and South America. These should be followed up by direct steamship lines between the eastern coast of the United States and South American ports. One of the needs of the times is direct commercial lines from our vast fields of production to the fields of consumption that we have but barely touched."

"Next in advantage to having the thing to sell is to have the convenience to carry it to the buyer. We must encourage our merchant marine. We must have more ships. They must be under the American flag, built and manned and owned by Americans. These will not only be profitable in a commercial sense; they will be messengers of peace and amity wherever they go."

"We must build the isthmian canal, which will unite the two oceans and give a straight line of water communication with the western coasts of Central and South America."

## COTTONSEED MEETING

Advices from Memphis, Tenn., say: A number of the prominent cottonseed oil men of this section of the country held a meeting recently in the Peabody Hotel, but none of those present at the meeting would say anything further about it than that they had merely gotten together to talk over the situation and see what the prospects were. Nor would they even tell the names of those present at the meeting. About this season of the year the representatives of all of the mills get together, and it is often the case that there are agreements formed of vital interest to the producers of seed all over the country, but it is very difficult to learn what has been done until their agreements go into effect.

Godfrey Durham, formerly of this city and now of Sneed's, Miss., was one of the party. He talked rather freely about the general conditions, but had nothing to say about the special object of the meeting.

"The outlook for the seed men," he said, "is very bright, and that is due to the fact that there is a scarcity of corn all over the country, and especially where the bulk of the corn is raised. Cottonseed oil is not an article for which there is a steady demand, but the demand varies with the general supply of and demand for greases in the whole country. I have often seen it the case that the quantity of seed in the country had apparently little effect on the price of seed oil. If the supply of greases in general which come indirectly from the corn fed to stock is short, there is always a better time for the seed oil men. This year we feel that this condition of affairs exists, because there is not enough corn to make the usual amount of other greases in the country."

When asked what he thought would be the price of seed this season in comparison with last year, Mr. Durham said:

"Now, ask me an easy one, but it may be that the price will not be as high for the reason that at the prevailing prices in this section of the country last season nearly, if not all, the mills lost money. I do not think that they will do this again this year."

## BIG CALF SKIN ORDERS

At this time when the calfskin season is over it is pleasant to remember that the biggest green calfskin concern in the world is right here in the United States. It is located in a pleasant and pretty little New England town of less than 500 population. This immense skin business was established at Hyde Park, in Vermont, some years ago by ex-Governor Carroll S. Page, who is now the greatest individual skin merchant in the world.

Both science, judgment and business tact and skill are necessary in the profitable handling of calfskins. This has been especially true during recent years, when the tanning and leather industries had languished to the extent of making a combination of certain interests necessary for the security of the proper margin of profit. Most houses in the green calfskin line had either landed near the shoals of insolvency or combined other lines which gave them a diversity of trade and with it a better chance for larger commercial life.

These conditions and facts heighten the value of its business management and the commercial importance of the industry which has made Hyde Park a green calfskin center as well as a point of intense interest in Vermont politics because of the personality of one man who attracts to this modest town the attention of the upper leather tanner and the politician alike. Carroll S. Page has long been an honorable and respected figure in the commercial and public life of Vermont. As citizen, governor and business man he has been the pride of his state. It is a bold thing to say that a single skin merchant at a small town of less than half a thousand of people up in the northeastern corner of our country was the only house in the world that could fill an order for 55,000 green 4-7-pound calfskins out of stocks on hand. Such is the case, however, and this is not the only nor the largest big order which this single concern has filled under the same circumstances. The extraordinary facts are as follows: A few days ago this Hyde Park house received an order from a firm of big western tanners for 31,000 5-7-pound green calfskins. Almost on the heels of this came the concern's augmented order for 24,000 4-5-pound skins. This made 55,000 green 4-5-pound and 5-7-pound calfskins to be filled at once. The stock had to be on hand as the calfskin season had virtually closed and none were in the market. The order was filled with a promptness which surprised even the buyers.

That was not all. Governor Page some years ago filled an order for 80,436 skins. It is safe to say that no concern in the United States, and none in the world for that matter, could fill a single order for 55,000 light green skins out of stocks actually on hand. Certainly no house on the face of the globe could fill such an order for 80,000 green skins in the month of August when stocks on hand are somewhat run down and light.

There is a concern in Frankfort-on-Main which handles very large quantities of dry

Russias. This European house could fill even a larger order than the above with 4-5-pound and 5-7-pound skins, but with dry stock. It could not do so with green or what are known in the trade as salted calfskins. The great difference is apparent. The Vermont house which so surprised the dealers by filling the huge orders above named need not rest its laurels and capacity entirely upon those transactions. This season Governor Page sold a New York city concern 50,000 green skins at one time. These were pocketbook stock. These were also light skins, and the order was filled out of stocks on hand.

There is not a single calfskin merchant in the world except the sage of Hyde Park who could have filled an order of this size for lightweight, extra choice green salted pocket book stock.

A gentleman who had just scoured New York, Philadelphia and Boston for a mixed stock of skins of certain grades dropped in at Hyde Park the other day and, to his astonishment, found that he could get 80,000 of the grades needed, that number being then in stock. He is authority for the statement that this bunch of light skins was more than he could have got in the three cities above named combined. The gentleman who made this statement is a prominent Boston hide and skin merchant.

Governor Page keeps in the closest touch with the hide and skin trade in this country and Europe, and it is an extraordinary feat for one house to be able in the month of August to fill a 55,000 green skin order, which took only four of its seven qualities of skins. No other single house could do it if limited to 4-7-pound weights and to green salted skins.

The pretty little village of Hyde Park, Vermont, with its 432 inhabitants, may be excused for having a just pride in its international reputation as being the home of a calfskin industry which is large enough to surprise, in its magnitude, every expert in the hide and skin line who has paid a pilgrimage to this famous little New England village.

### REFRIGERATORS IN MALTA

Consul John H. Grout writing from Valletta, Malta, says:

Malta should prove a good market for American refrigerators and ice chests. The few in use here are of the most primitive type. As a rule they are merely oblong chests, lined with zinc; but even these bring good prices. I believe that the attractive, practical American article would meet with a ready sale, if properly introduced. The three ice factories here could supply all the necessary ice. I do not believe there would be much demand for high-grade goods; the call would be rather for refrigerators which could be placed upon the market at, say, \$15 or less. The few in use here are principally of English manufacture, brought from England by private parties. They are not on sale at the local stores. Malta has direct steamship communication with New York. The Valletta firms most likely to be interested in

the introduction of refrigerators are: C. Breed Eynaud & Co., Robert Balbi & Co., M. A. Crockford & Son, Mortimer & Co., Dalzel & Gingel, Bugeja & Micallef, C. V. Galea & Sons, S. Anastasi & Sons, Emanuele Anastasi, T. Galea & Sons, Francis Balbi and the Petrolea Bazaar. I would advise that catalogues, printed in English, be forwarded to them at once, together with the lowest export prices.

### TEXAS COTTON OIL MARKET

There has been little change in values or trade conditions as they affect your product during the past week. Prime crude has sold at 30 cents for prompt and September, 29 cents for October, 28 cents to 28½ cents for November-December.

Sales are still light, the mills showing very little inclination to sell future shipments, in most instances preferring to have the seed in sight before contracting to deliver the product. Seed is not moving generally, and in a good many localities the farmers are carrying them home from the gins, an unusual condition in this state.

Meal and cake are in good demand, sales being made at \$22.50 for September and \$22.25 for October-November-December, f. o. b. Galveston. Sales at these values are limited, with prospect of prices being maintained.

Crop conditions continue unfavorable and indications point to a short yield in this section, with prospects fair for a crop about equal to last season's for the total yield in the cotton states. With lard and feedstuff strong at much higher values than a year ago the outlook is in favor of an average of higher prices than prevailed during last season.

Another report says: Our oil market this week quiet but firm; 30 cents, bid for September to October; \$22.50 to \$22.75 for meal f. o. b. Galveston. Seed market unsettled at \$12 to \$13 f. o. b. cars.

### OLEOMARGARINE RECLASSIFIED

The State Department has been informed by Consul Canada at Vera Cruz, Mexico, that, by a recent treasury decision, oleomargarine has been reclassified, and the duty reduced from 75 cents to 20 cents Mexican currency per kilogram (about 2½ pounds.)

### PORK PACKING

Special reports show the number of hogs packed since March 1 at undermentioned places compared with last year, as follows:

March to August 28.	1901.	1900.
Chicago	3,195,000	3,095,000
Kansas City	1,755,000	1,389,000
Omaha	3,190,000	1,105,000
St. Louis	845,000	175,000
St. Joseph, Mo.	1,003,000	848,000
Indianapolis	570,000	541,000
Milwaukee, Wis.	147,000	145,000
Cudahy, Wis.	192,000	242,000
Cincinnati	254,000	273,000
Ottumwa, Iowa	272,000	292,000
Cedar Rapids, Iowa	230,000	224,000
Sioux City, Iowa	378,000	365,000
St. Paul, Minn.	232,000	218,000
Louisville, Ky.	156,000	152,000
Cleveland, Ohio	202,000	240,000
Wichita, Kan.	125,000	80,000
Nebraska City, Neb.	120,000	115,000
Detroit, Mich.	130,000	118,000
Marshalltown, Iowa	51,000	52,300
Bloomington, Ill.	50,600	45,800
Above and all other	11,460,000	10,660,000

-Price Current.

# A Conservative Investment



You are in business to make money.  
You cannot make money if it is not known  
that you are in business.  
You must make your business known to the  
greatest number of possible patrons.  
You must do it with least loss of money and  
energy.  
You do not want to pay for the same thing  
twice.  
You can make money by making it known  
that you are in business to earnest busi-  
ness men, with the least expenditure of  
energy and money, by advertising to the  
exclusive circle of readers of

**THE**  
**National Provisioner**

*A Trade Necessity That Commands Attention!*

**TRADE IN SOUTH AFRICA**

If the permission of the Portuguese Government can be obtained a line of railway will be built from Delagoa Bay to Johannesburg. The line will be broad gauge—4 feet 8 inches—and will cheapen the carriage of goods to Johannesburg over 50 per cent. Eighty miles from Delagoa Bay there has been found an abundance of coal, which will add to the value of the road. Delagoa Bay will in a short time be a port of great value to the Transvaal, and Johannesburg will probably reach a population of 500,000.

Over 1,000 tons of "granite wool" and other substances of like character for use in cold storage and refrigerator structures have been ordered for the South African trade, but many thousands of tons of it will be needed.

The importation of unmanufactured leather shows an increase of 1,000,000 pounds.

"The best goods at the cheapest prices can always be kept on the world's markets," is as true in South Africa as in any other part of the commercial world.

**Advice to Manufacturers**

Allow me to suggest to the hundreds of our manufacturers who do not care to visit South Africa and must therefore send catalogues, not to print prices in the same, for the printed prices are not, merchants state, high enough to cover, in all cases, expenses connected with the receipt and selling of the goods. Naming net prices would be better, and then a distinction must be made between the regular dealer and the wholesaler, for the latter must be protected.

**Canadian Trade**

A trade commissioner for the Dominion of Canada is on a visit to South Africa with a view of ascertaining how an increase of trade between the two countries can be brought about. He claims that a large amount of Canadian goods is coming here—such as cheese, bacon, timber and other products. He claims that if shipped direct they could be placed upon the market more cheaply, thus creating a larger demand.

The above is extracted from a recent communication from Consul-General Stowe at Cape Town.

**TEXAS COTTON CROP**

Reports from Fort Worth, Tex., says that the cotton crop of Texas is and will be short in patent fact now that all but the most persistent bears recognize.

The estimates are now for about a 2,000,000 bale crop, but little more than half of last year's crop and 1,500,000 bales short of the usual crop of Texas. J. K. Rosson, live stock agent of the Katy, says it is his opinion, based on what he has seen and could learn, that the 2,000,000 estimate is a fair one, it may be too large if unfavorable conditions prevail.

Mr. Rosson's interest in the question is one of feed, for with the shortage of cotton comes the shortage of meal, hulls and such other cotton products as are used for fattening "feeders." He is interested in hauling the cattle to market. He says the usual number of cattle fattened in Texas at the cotton mill feed lots is from 250,000 to 300,000. This year the number will not exceed 100,000 and may not go to much above 75,000.

The recent rains, local in character, will do but little good.

**Steam Hot Blast Apparatus**

Over thirty years ago the first steam hot blast apparatus was built by B. F. Sturtevant. It was a small affair with tubular heater and pulley fan, but it contained the embryo of the present type, which is clearly illustrated and described in the pages of a neat catalogue issued by the B. F. Sturtevant Co., Boston, Mass. The introduction of this device marked a distinct departure in the methods of heating, ventilating and drying. It has since been developed until it can be readily built in any proportions and adapted to the most peculiar requirements. The great diversity in sizes and arrangements is one of its essential features. The entire heating surface is massed in a fire-proof casing in connection with the fan, which can be driven by belt, engine or motor, as may be desired; if by engine, the exhaust therefrom can be utilized in the heater. The heated air is forced just where it is wanted, not merely allowed to go; positive circulation and ventilation thus being assured. This action is entirely independent of the weather and may be varied at will. The company publishes in-

**NEW YORK & PORTO RICO****STEAMSHIP COMPANY,**

(Under Government Mail Contract.)

**Three Sailings Every Month****BETWEEN****NEW YORK and SAN JUAN, ARECIBO,  
MAYAGUEZ and PONCE, PORTO RICO**

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**THE NEW YORK & PORTO RICO S. S. CO.**  
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**HEYDEN SUGAR CRYSTALS**

500 Times Sweeter than Sugar

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Samples and information upon request.

**A. KLIPSTEIN & CO., 122 Pearl St., New York.**Branches: Chicago, Boston, Phila.,  
Providence, Hamilton and Montreal, Canada.**C ONSIGNMENTS of Fresh and  
PICKLED PORK CUTS disposed of  
quickly at top prices.****Pork Loins, Tenderloins, Trimmings,  
Spare Ribs, Hocks, Etc.**

HENRY J. SEITER, Union Stock Yards, Chicago.

dependent treatises on ventilation and heating and on drying, which illustrate the application of the Sturtevant apparatus for such purposes.

**MAKE BEEF CATTLE WITH HAY**

The salvation of the feeder next winter is high beef prices, but packers complain that after beef reaches a certain figure the demand falls off so rapidly that it is next to impossible that prime steers may be quoted as high as 8 cents per pound next winter that is at the limit. There will be another class of beef, however, that will supply the bulk of the demand, and they will be hay and root-fed steers. A number of Colorado lamb feeders are working on the proposition that corn will go to such a price that corn-fed beef will be practically eliminated from the market and they will try to make some cattle as good as possible with hay, with the idea that there will be a demand for this class of beef from the killers that will net them good prices for their hay.—Denver Record Stockman.

**Manufacturing Sites on St. Clair River****Unequaled Rail and Water Transportation to both****Eastern and Western Markets.****LOW TAXATION.**

Manufacturers contemplating a change of location will do well to correspond with us.

**South Port Huron Improvement Company, Port Huron, Mich.**

**FRIDAY'S CLOSINGS****Provisions**

The world's visible supply of lard, 208,259 tcs. (including 61,000 tcs. in Europe and 54,000 tcs. afloat), against 229,029 tcs. August 1; decrease for the month 20,770 tcs. Markets all around after the substantial rise in prices are strong, based upon the small showing of stocks and high prices of hogs, and continue on the top turn. Active cash demands.

**Cottonseed Oil**

Increasingly in seller's favor through continued advancing lard market. In New York prime yellow, late October and early November delivery, together, 37½ bid and 38 asked; all October not offered, about 38. At the southeast sales of crude, tanks, at 30; up to 31 asked. Linseed oil in London again lower, 30s. 3d.

**Tallow**

Very strong; city hogheads would bring 5%; melters ask 5½. Weekly contract deliveries of 200 hogheads city, to home trade, went in at 5%. City edible has sold at 6½; held up to 6¾. Chicago has 5% bid for prime packers, in tierces.

**Oleo Stearine**

Reported sales in New York at 10½ are contradicted, but that 300,000 lbs. have been sold at 10½. However, 10½ has since been bid for a large lot.

**LATE TRADE GLEANINGS**

N. W. Armstrong, New York, will build cannery at Atlanta, Ga.

It is reported that the firm of J. B. Thomas & Co., Newburyport, Mass., dealers in meats and skins, has been dissolved, E. B. Thomas continuing under same style.

The Sumner-Sherman Cattle Co., Belle Plaine, Kan., capital \$25,000, has been incorporated.

The Co-operative Manhattan Sausage Co., New York, capital \$50,000, has been incorporated.

The slaughter house at Salem, Ohio, was burned.

It is denied that the Madison, Ind., glue factory will establish a branch at Hammond, Ind.

Kansas cattle are said to be in good shape, with plenty of good grass and fodder in sight.

The Kingman County (Kansas) cattlemen held their third annual picnic last week.

**LATE ICE NOTES**

J. T. French, Chicago, Ill., is interested in an ice plant to be erected at Fort Morgan, Ala.

J. J. Bartell, Siloam Springs, Ark., will erect cold storage plant.

The Cordele Ice Factory, Cordele, Ga., will be enlarged.

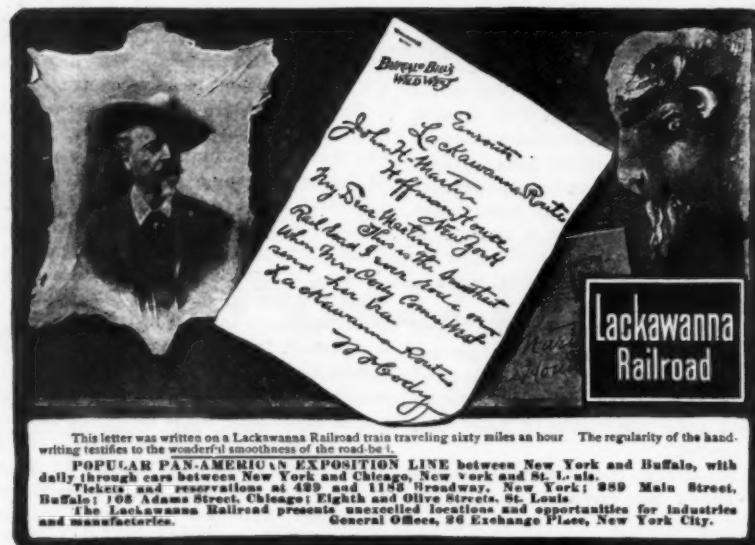
The Fitzgerald Ice Co., Fitzgerald, Ga., will increase facilities.

Beecher Smith, Somerset, Ky., will erect ice plant.

J. E. Blackburn, Alexandria, La., will build ice plant.

The Alexandria Ice and Cold Storage Co., Alexandria, La., will enlarge plant.

J. B. Lawhead, Bastrop, La., will build ice plant.



This letter was written on a Lackawanna Railroad train traveling sixty miles an hour. The regularity of the hand-writing testifies to the wonderful smoothness of the road-beat.

**POPULAR PAN-AMERICAN EXPOSITION LINE** between New York and Buffalo, with daily through cars between New York and Chicago, New York and St. Louis, and between New York and Boston, via Albany, N.Y.; 11th Street, New York; 389 Main Street, Buffalo; 108 Adams Street, Chicago; Eighth and Olive Streets, St. Louis. The Lackawanna Railroad presents unexcelled locations and opportunities for industries and manufacturers. General Offices, 26 Exchange Place, New York City.

D. J. Smith, Elizabethton, Tenn., will build ice plant.

Beare Bros., Humboldt, Tenn., will enlarge plant.

Armour & Co. will build cold storage plant at Grafton, W. Va.

The Oswego Dairy Supply Co., Oswego, N. Y., capital \$30,000, has been incorporated by W. F. Hodge, A. M. Hall and A. M. Mowry.

Milton S. Hershey, Lancaster, Pa., will erect cold storage warehouse.

The Childs Unique Dairy Co., New York, has purchased a site.

The Mutual Ice and Cold Storage Co., Topeka, Kan., will build cold storage warehouse.

J. W. Quinn, Winsboro, Tex., has organized a creamery company.

The Ballina Creamery Co., Websters Station, N. Y., capital \$5,000, has been incorporated.

An ice plant will be built at Warren, Ohio, by local parties.

E. A. Aaron, Fred Papendick and others are interested in a projected cold storage company at Kansas City, Mo.

The Rock Spring Creamery Co., Kelsey, N. Y., capital \$3,000, has been incorporated.

The Elm Valley Cheese Factory No. 2 Association, Andover, N. Y., has filed stock certificate.

The meat and provision storehouse of the Mountain Copper Co., Redding, Cal., was destroyed by fire.

Work has commenced on the cold storage building at Meyeweg, Wis.

The Athens Creamery Association, Athens, Pa., capital \$6,000, has been incorporated.

The plant of the People's Ice and Cold Storage Co., McKeesport, Pa., is completed.

Owing to trouble with the foundation the plant of the Albemarle Ice Co., Hertford, N. C., nearly completed, will be moved to another site.

**COTTONSEED NOTES**

The Buckeye Cotton Oil Co., Cincinnati, Ohio, capital \$25,000, has been incorporated by I. H. French, H. L. French, H. W. Brown, J. J. Burchard and G. H. Worthington.

The Virginia-Carolina Chemical Co. has acquired the mills at Goldsboro, Wilson and Selma, N. C., and the Locust Grove Oil Mills at McDonough, Ga.

**RECEIPTS AT CENTERS**

AUGUST 31.

	Cattle.	Hogs.	Sheep.
Chicago	300	12,000	2,000
Kansas City	200	4,000	...
Omaha	1 car	5,000	2,500
St. Louis	500	1,000	1,000

	SEPTEMBER 2.		
Chicago	29,000	32,000	29,000
Kansas City	10,000	4,000	2,000
Omaha	4,800	2,500	9,000
St. Louis	7,000	4,000	1,500

	SEPTEMBER 3.		
Chicago	6,500	23,000	2,000
Kansas City	15,000	9,000	4,000
Omaha	4,700	6,000	13,000
St. Louis	6,500	6,500	3,000

	SEPTEMBER 4.		
Chicago	20,000	25,000	22,000
Kansas City	16,000	8,000	5,000
Omaha	3,000	4,500	4,000
St. Louis	4,500	5,000	3,000

	SEPTEMBER 5.		
Chicago	9,000	21,000	12,000
Kansas City	8,000	11,000	3,000
Omaha	1,500	5,000	2 CARS
St. Louis	3,500	5,500	1,500

	SEPTEMBER 6.		
Chicago	3,500	16,000	5,000
Kansas City	5,000	6,000	1,000
St. Louis	1,800	5,500	600
Omaha	1,200	3,000	2,000

**CONTENTS****EDITORIAL**

- The British Agrarian and American Meat..... 11
- Our Incubating Treaties..... 11
- The Prussian Diet's Bill of Fare..... 12
- Cotton Seed Shortage in Texas..... 12
- Unevenness in Hides..... 12

**GENERAL**

- Old and Strange Meat Stories..... 13
- Stocks of Provisions..... 14
- Big Calf Skin Orders..... 14
- Oregon Cattle..... 19
- Reciprocity Convention Called..... 19
- International Live Stock Exposition..... 25
- Trade Gleanings..... 19
- Insurance Notes..... 21

**TECHNICAL AND SCIENTIFIC**

- Answers to Correspondents..... 20
- Meat Canning..... 20

**ICE AND REFRIGERATION**

- Notes..... 27

**MARKETS**

- Provisions and Lard..... 29
- Hides and Skins..... 30
- Tallow, Stearine, Grease and Soap..... 31
- Cottonseed Oil..... 32
- Kansas City Live Stock Review..... 38
- St. Louis Live Stock Review..... 38
- Chicago Markets..... 38, 39, 40
- New York Markets..... 41, 42

**RETAIL DEPARTMENT**

- Editorial, News, Hints, etc..... 34, 37

## TRADE GLEANINGS

Park, Blackwell & Co., Toronto, Ont., Can., will extend packing plant.

The soap factory of the Connellsburg Mfg. Co., New Haven, Pa., was burned.

The Virginia-Carolina Chemical Co. will erect a fertilizing plant at Gainesville, Ga.

The Howe Sound Glue Co., Vancouver, B. C., will enlarge capacity of glue factory.

The plant of the Kentucky Seed and Provision Co., Alliance, Ohio, was destroyed by fire.

The Walker Bros. Meat Market Co., St. Louis, Mo., capital \$2,000, has been incorporated.

The Western Raw Hide & Belting Co., Hammond, Ind., will erect plant at Milwaukee, Wis.

The Consumers' Grocery and Meat Co., St. Louis, Mo., capital \$4,500, has been incorporated.

The G. H. Hammond Company, Hammond, Ind., has increased capital from \$2,500,000 to \$4,000,000.

(Late Trade Gleanings, page 18)

### OREGON CATTLE

A general review of live stock conditions in Oregon is reported from Portland as follows: The live stock business east of the Cascades has a bright outlook. Quite a change has come into the cattle shipments of the past year. Whereas the custom has been to draw on Oregon for feeders for the Mississippi Valley, involving the shipment of large numbers of young cattle and cattle not in condition for market, this season's movement has been chiefly of beef animals. And a large part of these have found a market on the Pacific coast, at Portland and in the Puget Sound cities, instead of going east as in prior years. The Alaska market has been supplied almost exclusively with beef from the Oregon ranges.

The matter of prices settles the route to market taken by Oregon stock. When young cattle are selling at prices which the eastern buyer regards as "reasonable" there is a large movement toward the Mississippi. In 1899 and 1900 the high prices in the east drew heavily on the Oregon ranges, reducing the number of animals so there was plenty of room for those remaining. Then owners found it advisable to feed their own stock for beef, and the price of young cattle went up to figures that let the Texas growers have that trade.

This marks an important step in the development of the cattle industry in Oregon. Now, instead of supplying the eastern feeders with the "raw" animals to "manufacture" into corned beef, the Oregonians perfect their own product and turn it off for the market in condition to go at once to the shambles. This can be done to advantage while the range is in the present relatively comfortable condition. This reduces the business to a more systematic basis, and gives the producer all the benefit.

But as the cattle range is relieved of strain it is noted that the bands of sheep are spreading out and occupying grazing land heretofore reserved for cattle. This is having the effect of reducing the cattle range, and the sheepmen are very enterprising and will cling tenaciously to any advantage gained at this time. Moreover, range where sheep have grazed is for a long time useless for cattle, and it is hardly practicable to reclaim it from the sheep. But Oregon sheep have increased so largely that greater range is absolutely necessary to their maintenance. Ordinarily the capacity of the Oregon sheep range is put at about 2,500,000 animals. There is now about 3,500,000 sheep in the state east of the Cascades. The sheep range is overcrowded as a consequence, and the range hitherto regarded as belonging to the cattle is materially encroached upon. It is deemed inevitable that a large number of sheep must be sent to market before snow shall fly. The owners, however, are holding back in the hope that there will be improvement in prices. The greedy market of two years ago placed the sheepmen in easy condition and got the idea of high figures fixed in their heads.

### RECIPROCITY MEETING CALLED

Philadelphia, Penn., Sept. 4.—The Executive Committee of the National Association of Manufacturers, after a session lasting nearly five hours, at Philadelphia, decided to call a reciprocity convention at a date to be later named. In pursuance of this decision, the committee adopted the following resolution:

Resolved, for purposes of clear comprehension and expression of public sentiment respecting the reciprocal and trade relations with foreign powers, That this committee deems it expedient that there be held under the auspices of the National Association of Manufacturers a National conference on reciprocity; that the duty of arranging for such conference in all its details be and is hereby assigned to the officers of the association—the President, Treasurer, Secretary, and General Managers—who are authorized to associate with themselves such members of the association as they may deem desirable in the formation of a general Committee of Arrangements, which committee shall share with the officers the duties and responsibilities attached:

To designate time and place of meeting. To arrange and limit the constituency of the conference.

To make all arrangements for order of business, programme, and such other details as may be necessary to make such conference a success.

The meeting was held in the offices of President Search, and the following members of the committee were present: President Theodore C. Search, Treasurer Charles A. Schieren, Secretary E. P. Wilson, Daniel C. Ripley, Pittsburg; Richard Young, New York City; P. E. Montanus, Springfield, Ohio; George M. Sargent, Chicago; George T. Coppins, Boston; Hamilton Carhartt, Detroit; Charles F. Booker, Torrington; W. E. Hitchcock, Muncie; Benjamin Atha, Newark; Lucien Sharpe,

Providence; August H. Vogel, Milwaukee; Summerfield Baldwin, Baltimore. Members at large—John J. Converse, Philadelphia; Robert Laidlaw, Cincinnati; Ludwig Nissen, New York City; William McCarroll, New York City; D. A. Tompkins, Charlotte, N. C.; W. C. Nones, Louisville.

The trade relations with Cuba were also discussed, and the date for the next convention of the National Association of Manufacturers fixed for the third week in April at Indianapolis. The question of calling a national reciprocity convention was referred to this committee at the convention of the National Association of Manufacturers, held in Detroit last June. It is probable that some western city will be chosen as the place of meeting of the reciprocity convention.

### APPRAISERS' DECISIONS

F. Blumenthal & Co.: The goods covered by these protests consisted of Angora goat skins, which were assessed for duty as stated by the collector. The articles were claimed to be free of duty, either as skins of all kinds, except sheep skins, or else as fur skins. Following action in a similar case the board held the goods free of duty.

### EXPORTS OF PROVISIONS

Exports of pork, bacon, hams and lard from principal Atlantic ports, their destination and a comparative summary for the week ending August 31, 1901:

	Week August 31, 1901	Week Sept. 1, 1900	1900, to August 31, 1901
<b>PORK, BBLS.</b>			
U. Kingdom . . .	848	2,300	52,135
Continent.....	463	883	25,905
S. & C. Am.....	448	179	19,106
West Indies.....	846	1,657	72,493
Br. No. Amer.			
Colonies . . .	237	128	0,300
Other countries . . .	17	10	1,380
Totals.....	2,959	5,167	174,330

### BACON AND HAMS, LBS.

U. Kingdom . . .	18,107,744	15,201,615	606,336,182
Continent.....	2,431,524	2,072,379	80,985,531
S. & C. Am.....	52,125	41,300	5,181,396
West Indies.....	155,350	157,800	9,666,448
Br. No. Amer.			
Colonies . . .	800	10,900	37,350
Other countries . . .	14,175	...	997,025
Totals.....	20,761,718	17,484,494	706,260,422

### LARD, POUNDS.

U. Kingdom . . .	4,465,880	4,110,760	251,482,324
Continent.....	4,203,827	8,554,100	223,345,120
S. & C. Amer.....	325,855	875,750	18,735,435
West Indies.....	341,303	810,180	22,185,657
Br. No. Amer.			
Colonies . . .	3,920	11,148	105,148
Other countries . . .	13,350	163,100	2,315,188
Totals.....	9,354,177	14,325,087	518,189,872

Recapitulation of Week's Exports.

From—	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	2,024	6,850,975	4,239,990
Boston.....		1,459,025	422,836
Portland, Me.....	380	7,713,075	1,654,225
Philadelphia.....	14	1,063,950	450,325
Baltimore.....	237	961,778	1,852,977
Norfolk.....		...	...
N'port News.....	304	42,025	...
New Orleans.....		3,290,890	519,834
Montreal.....		...	...
St. John, N. B.....		...	...
Totals.....	2,959	20,761,718	9,354,177

### COMPARATIVE SUMMARY.

	Nov. 1, 1900 to Aug. 31, 1901	Nov. 1, 1899 to Sept. 1, 1900	Decrease
Pork pounds.....	34,866,000	40,866,600	6,000,600
Hams and bacon, pounds.....	703,266,422	696,725,690	26,532
Lard pounds.....	518,188,872	539,413,554	21,224,682

## TECHNICAL AND SCIENTIFIC

### MEAT CANNING

#### Roast Mutton, Raw in Two Pound Cans

The cans used for this are generally two-pound tall cans and are prepared with pressure by water process.

The mutton for canning is prepared by removing all the large bones from it, but leaving small bones with the meat, these bones being in pieces sufficiently small to allow their being stuffed into cans. When the fresh meat is placed on the tables preparatory to putting into cans, a small quantity of salt is sprinkled over the fresh, raw meat. In small cans, such as the two-pound, the mutton is stuffed into the cans raw while for the larger cans, as the six-pound, the meat is blanched for five or six minutes. The cans are capped after filling, the center vent being left open as usual. The two-pound cans are then processed in the retort for one hour at ten pounds pressure. The pressure is allowed to exhaust after the required period for processing, the cans withdrawn on the trays, and the vents quickly stopped.

The cans are again returned to the retort and boiled off for one hour at twelve pounds' pressure.

In handling this article, care should be taken not to open the cans too soon. Like canned roast beef, the cans are showered with cold water in the shower room until cool, after which they are put through the usual washing process, etc. The same care must be exercised here, as in the case of the roast beef cans, regarding having good, strong cans and caps.

The meat is stuffed into cans, in the same manner as the raw beef, in canned roast beef, a machine operated by foot power being employed. In this canning where a strong pressure is used, it is necessary and very essential to have the retort cover or door well and evenly bolted down tight.

### Trouble with Glue

**GLUEMAKER, TORONTO, CAN.**—There may be several causes of your glue not turning out right. Among these are, with the stock, over liming, not sufficiently washed, over acidulating, over cooking. After you have obtained your liquors they may not be properly filtered or treated in the right manner in the evaporators. The question of the kind of water used also enters largely into obtaining a good, first-class product from your stock, which you say is of the highest grade obtainable. Proper attention to every detail must be given in order to produce the best results in this as well as in every industry.

### Bacteria in the Dairy

"MOSSROSE DAIRY"—The presence of bacteria is as necessary in the dairy for some purposes as they are injurious in others. As is well known, the ripening of cream can only be obtained by their action, and it is these minute forms of life which enable us to produce the various kinds of cheese, so that it has been possible by the use of different bacteria to produce certain grades of cheese with uniformity and infallibility, the cultivation of pure ferments is at least as important for the dairy as it is for the brewery and distillery. In the milk itself the presence of certain forms of bacteria is very harmful as they give rise to different forms of

decomposition, such as souring, blue milk,ropy milk, etc. The same may also be said, in certain cases, with cheese, as is sometimes apparent from deleterious results following its eating. The best method of sterilization is combined with absolute cleanliness. The value of the hundred and one other methods of avoiding unwelcome changes in milk is not yet known.

### Parchment and Vellum

**TANNER, MUSKEGON, MICH.**—(1) The employment of vellum and parchment for writing purposes is of very early date and is said to have been invented in Asiatic Turkey about 200 years before the birth of our Lord. In ancient times it was known as pergamenta, and was used on account of its durability for writings of great importance, and as a substitute for papyrus, or writing paper of the ancient Egyptians. (2) There are two principal varieties of prepared skin, which are known in commerce under the names of parchment and vellum, the latter being prepared from the skins of calves, kids and still-born calves and lambs, and the former from sheep and goats. In the preparation of parchment and vellum, the manipulation of the skin is much the same, but in the latter case somewhat greater care is necessary, owing to the very delicate nature of the skins to be treated.

### Thermometric Scales

**S. Y. L., BROOKLYN, N. Y.**—By 100 degrees C is meant 100 degrees on the Centigrade thermometer. There are three general thermometric scales in common use in the civilized world—the Fahrenheit, the Centigrade and the Reaumer. The former is the one in general use in this country and in England, and its colonies. The Centigrade scale is employed in France and its colonies and also in the scientific world, its readings being far more convenient than either of the others. The Reaumer is not so extensively used as either of the others, but is still employed in some European countries. The Centigrade scale registers the boiling point of water under the standard conditions, at 100 degrees and the freezing point, at 0 degree. The Fahrenheit scale gives the same corresponding readings, as 212 degrees and 32 degrees respectively. The Reaumer scale, for the same temperature, as 80 degrees and 0 degrees.

### Cottonseed

**J. BROKER, MEMPHIS, TENN.**—The chief aim of the English crusher of cottonseed, as at present practiced, is to avoid hard cake, a soft, friable article being readily marketed. By the treatment which the material receives in the manufacturing operations, the presence of hard lumps in the cake are wholly avoided. The great drawback of American cakes is their hard, flinty condition and the presence of a considerable amount of lint. (2) The percentage of protein in cottonseed meal to meet foreign requirements, where the meal is sold on analysis, is a minimum of 44 per cent. The greater the amount of ground hulls in the meal, the less will be the actual value for feeding purposes, based on the protein alone.

## For Sale

One Second-hand Triple Effect Walburn-Swenson Vacuum Pan, with Pumps; 10,000 gallon capacity. . . .

GOOD CONDITION.

ARMOUR GLUE WORKS,  
CHICAGO.

## General Manager Wanted

General manager for a large, new dressed beef and general packing house plant wanted. Must be competent to handle the financial, commercial and operating details of an up-to-date plant in all its departments. Large previous experience absolutely necessary. Must be sober, of steady habits and energetic, and have good reference. All communications treated confidentially. Address,

"Editor," The National Provisioner,  
150 Nassau Street, New York, N. Y.

## FOR SALE

In a city of over 200,000 inhabitants, a modern up-to-date packing plant with a capacity of 1,200 hogs and 100 cattle per week. A chance of a lifetime. For particulars, address : :

E. E. Earnest, Station A  
Louisville, Ky.

## GRAPHITE

Dixons' Flake Graphite

is the best graphite.

when right, is the best known lubricant.

The best is the cheapest in the end.

Sample and pamphlet for the asking.

JOSEPH DIXON CRUCIBLE COMPANY • Jersey City, N. J.

**LEGAL DECISIONS**

(Reported by our contemporaries.)

**Void Ordinances—Labor Contracts**

The Supreme Court of Illinois held, in the recent case of Fiske vs. People ex rel. Raymond, that ordinances requiring union labor only and that laborers should not work more than eight hours a day were unconstitutional as infringing the freedom of contract, discriminating between classes of citizens, restricting competition and increasing the cost of work.

**Assignee—Surety—Bond—Breach**

The Kentucky Court of Appeals held, in the recent case of The National Surety Company vs. Arterburn, that the surety in a bond of an assignee for creditors could not complain that he was not notified of the principal's failure to perform his duty where the breach of duty consisted in failure to pay over the amount ascertained to be due in a settlement suit; that the payment of an assignee for creditors of the amount found to be due upon a settlement was within the obligations of his bond conditioned for the faithful discharge of his duties as assignee, and that a judgment against an assignee for creditors in a suit to settle his accounts was conclusive against the surety as to the amount due, though he had no notice of the proceeding.

**TANNING COW HIDES FOR ROBES**

The hides should be very thoroughly soaked in order to get a complete softening. For dry hides this will require a longer time than for salted or fresh hides. The time for soaking depends on the size and thickness of the hide. After soaking, the hide is scoured on the hair side with soap and salsoda until all the scurf and oily dirt is removed. Now the hide is fleshed and rinsed until all the soap suds are cleaned out. The hide is then ready for the tan liquor, which is made as follows:

One peck of wheat bran in enough warm water to make a slop solution. Let this stand until it ferments, strain this sour liquor off. To this add twenty gallons of water strained through the same bran to get all the fermentation out of the bran. Now add to this liquor two pounds and one-half (oil of vitriol), viz., sulphuric acid, seven pounds salt and one quart hemlock extract. The hide remains in this tan two days. Now drain to shave, then shave the hide down to the desired thickness, put the hide in the same tan bath and let remain four or five days, or six days if the hide is extra heavy. Now the hide is ready to hang up to dry. When dry dampen and stake until soft. Now take tallow one part, neatsfoot oil one part; mix to a stiff dubbin and apply to the flesh side about the thickness of the hide. Hang the hide up to dry; when dry scrape off the remaining grease and apply a thin coat of good solution of soft soap; lay away over night, or twenty-four hours, then give the flesh side a good slicking out with a sharp slicker. Now give the hair side a good brushing and cleaning and the robe is ready for use.—*Hide and Leather.*

**PATENTS AND TRADE-MARKS**

681,229.—APPARATUS FOR MAKING GLUE. Lovell L. Kelsey, Guilford, Conn.; assignor, by direct and mesne assignments, to Federal Glue Co., Jersey City, N. J. Filed April 25, 1900. Serial No. 14,205.

681,266.—MEAT-TENDERER. Rosana Roop, Montgomery, W. Va. Filed April 17, 1901. Serial No. 56,260.

681,273.—PROCESS OF BLEACHING OIL. John C. W. Stanley, London, England, assignor to the Cotton Seed Oil Syndicate, Limited, same place. Filed July 28, 1900. Serial No. 25,175.

681,274.—APPARATUS FOR BLEACHING OLEAGINOUS MATTERS. John C. W. Stanley, London, England. Filed Feb. 26, 1901. Serial No. 48,936.

381,314.—REFRIGERATION APPARATUS. William W. Harris, London, England; assignor to Paul Pfeiderer, Middlesex county, England. Filed Dec. 6, 1900. Serial No. 38,871.

681,348.—ICE-MAKING APPARATUS.

Thomas Shipley, York, Pa. Filed May 21, 1901. Serial No. 61,238.

681,435.—SIZING AND METHOD OF TREATING OR PREPARING SAME. Chas. H. Bellamy, Phila., Pa.; assignor to Mone R. Isaacs, same place. Filed Jan. 30, 1901. Serial No. 45,380.

681,436.—MANUFACTURE OF CASEIN AND GLUE.—Charles H. Bellamy, Philadelphia, Pa.; assignor to Mone R. Isaacs, same place. Filed March 15, 1901. Serial No. 51,412.

**S. & S. CHICAGO PLANT**

The Schwarzschild & Sulzberger Co. expect to have their Chicago plant open and running about October 15. It will have a capacity of 1,000 cattle, 3,000 hogs and 2,000 sheep per day. The motive power will be electricity. It is said the company has engaged J. M. Wanner as superintendent of the new plant. He was formerly connected with the G. W. Hammond Company.

Subscribe for The National Provisioner.

**The Rice-Beitenmiller Switch Co.,**

Manufacturers and Sole Patentees of

**The R. B. Interlocking Switch**

1152 and 1154 Germantown Avenue, Philadelphia, Pa.

Contractors for Overhead System of Tracking for Abattoirs, Packing-houses and Refrigerators. Send for Catalogue.



Straight line track in position.



Curve line track in position.

# NAUGHTON

*Combined Heading-up  
and Hoop-Driving  
Machines save  
money, time, labor,  
and loss through  
leaky packages.*

In capable hands one will do the work of 12 to 15 men, do it better and break fewer hoops. They are sold subject to approval of purchaser.

*Address, M. NAUGHTON,*

*Manufacturer and Dealer in*

**Cooperage Machinery,**

**1530 Dorrance St., Philadelphia, Pa.**

**TRADE PAPER ADVERTISING**

Trade journal advertising really ought to be better advertising than the general line of publicity. Trade journal advertising, even in its broadest sense, is specific, and when segregated into the various trades would seem to be sufficiently defined to eliminate a good many tough propositions.

When a manufacturer or wholesale dealer, selling direct to the consumer, calls public attention to his goods he has the wide world before him. There are really no limitations, for he can talk to everybody, but in doing so he is going to reach a whole lot of people who are not interested in him or his wares. He is wasting his ammunition firing at this sort of people, but to reach those he needs he must include the others. To make the proposition pointed take, for instance, the manufacturer of men's shoes. The \$3 shoe will do very well. Every man is a possible customer, but only a certain class of men are probable buyers. The problem is how to reach all the men. It's going to be utterly impossible to pick out any publications that women, girls and children do not read to a greater or less extent. Every time a woman reads the ad, unless she buys for the man, there is a misdirection of advertising energy.

Such a contingency is not a possibility in trade advertising. The wholesaler or jobber who sells shoes does not advertise in a hardware dealers' magazine or a dry goods gazette. Every other line of industrial activity is at once eliminated, and the advertiser commences his communion with just the people who want to do business with the producer or middleman. His efforts must be to make the retailer want to do business with him. Every reader of his ad is a possible buyer.

If he talks hard, common sense in his ads, just as he would talk face to face with his customer, the trade will enter-

tain confidence in him and his ads. They will believe all he says and a little bit more. Each succeeding ad will be as valuable as each succeeding year is in an honorable and substantial career.

But the original immutable fact stares one coldly and fixedly in the eye. With all these superior facilities the bulk of trade paper publicity is execrably done.

One cause for this may be that the advertiser is not building for the future. He doesn't see that here is a new, unbeaten avenue leading to rich virgin soil which will smile upon him with a bountiful harvest of profitable returns upon persistent cultivation.

In the way of position trade journal advertising offers more inducements than either newspaper or general magazine publicity.

The major percentage of trade journals sandwich ads between reading pages. The scheme of all ads facing reading matter gives excellent position. Trade news on one page and ads on the next insures more attention to trade journal ads than they would probably receive if all were grouped at the back, as in magazines.

In magazines it would neither be advantageous to follow out the same idea, and the time may arrive when the same will be observed in trade papers.

The trade journals have not reached that stage yet, but they will. The time will come when the retailer will read over business announcements as eagerly as he now reads the trade quotations in his daily newspaper. The advertiser who today is utilizing the best ideas in trade advertising, who has ads that stand apart from other ads—and they will do that if they are good ads—should be particularly happy. He not only has the best ads that the new century can produce, but he has the best position it is possible to secure and a position that will not always be available.—C. A. Bates, in Confectioners' and Bakers' Gazette.



We have the only Bureau in the world for registering Trade-Marks, Names and Labels, through which owners can get any real protection.

We have data and information for subscribers that cannot be duplicated.

Through us you guard against unfair competition.

We protect you.

We help you protect your customers.

It is of vital importance to you to consult us before adopting a name, label or trade-mark, and before advertising an old one.

Correspondence invited.

## INTERNATIONAL TRADE-MARK PROTECTIVE COMPANY

320 Broadway, New York

### TREASURY DECISIONS

The United States Treasury Department has decided that:

"Bottles containing olive oil are not covered by the provision for 'olive oil \* \* \* in bottles' in paragraph 40, tariff act of 1897, but are dutiable under the provision in paragraph 99 for 'bottles \* \* \* filled or unfilled, not otherwise specially provided for, and whether their contents be dutiable or free."

### PROPOSALS

#### STATE OF NEW YORK—WILLARD STATE HOSPITAL.

Willard, Seneca Co., N. Y., August 24, 1901.

**PROPOSALS FOR MEAT.**—Sealed proposals will be received at this office until 12 m., September 18, 1901, for furnishing the Willard State Hospital with such quantities as may be required for a six months' supply of fresh meats. Also proposals for such quantities as may be needed for a six months' supply of salt meats. Contract to begin October 1, 1901.

Blank proposals drawn in accordance with the specifications, will be furnished upon application.

M. J. GILBERT,  
Steward.

### PROPOSALS

**PROPOSALS FOR SUBSISTENCE SUPPLIES.**—Office Purchasing Commissary, U. S. Army, No. 39 Whitehall Street, New York City, N. Y., Sept. 6, 1901.—Sealed proposals for furnishing and delivering subsistence supplies in this city for thirty days commencing October 1, 1901, will be received at this office until 11 o'clock A. M. on Sept. 16, 1901. Information furnished on application. Envelopes containing bids should be marked "Proposals for Subsistence Supplies, opened Sept. 16, 1901," and addressed to Major D. L. BRAINARD, Commissary, U. S. A.

**THERE IS ONLY ONE PRESVALINE.**

IN USE SINCE 1877

PRESVALINE

GET THE GENUINE.

PURE BRANDS FOR PACKERS, BUTCHERS & SAUSAGE MAKERS. SEND FOR DESCRIPTIVE CIRCULAR.

C: FOR CURING AND CORNING.  
B: FOR BOLOGNAS, FRANKFURTERS, ETC...  
A: FOR FRESH MEATS, PORK SAUSAGE, POULTRY.

THE GENUINE HAS THIS SEAL ON IT.

AB EXTRA: FOR SUMMER & SMOKED SAUSAGE.  
XXX: FOR CHOPPED MEATS, CUTS ETC..  
TRIPE: KEEPS FRESH AND PICKLED TRIPE.

INVENTORS AND SOLE MANUFACTURERS

**THE PRESVALINE MANUFACTURING COMPANY.**

NEW YORK. 41-43 WARREN ST. CHICAGO. 183 ILLINOIS ST. SAN FRANCISCO. 779 MISSION ST.

The busiest little fellow in the world is the housefly, carrying disease germs and other filth from place to place.

Sealed Sticky Fly Paper

**TANGLEFOOT**

stops him at once, and catches the germ as well as the fly.

# SWIFT'S

## Western Dressed Beef Mutton, Lamb, Veal, Pork and Provisions

FOR SALE AT THE FOLLOWING BRANCH HOUSES

**NEW YORK**

Barclay Street Market, 106 Barclay Street  
Gansevoort Market, 22-24 Tenth Avenue  
West Washington Market, Corner West and Bloomfield Streets  
Thirteenth Street Market, 32-34 Tenth Avenue  
Manhattan Market, West 35th Street and Eleventh Avenue  
West 39th Street Market, 668-670 West 39th Street  
Westchester Avenue Market, 769-771 Westchester Avenue

**BROOKLYN**

Williamsburg Market, 100-102 North Sixth Street  
Brooklyn Market, 182-184 Ft. Greene Place  
Atlantic Avenue Market, 74-76 Atlantic Avenue  
Ft. Greene Sheep Market, 172 Ft. Greene Place

East Side Slaughter House | First Avenue, between 44th and 45th Streets  
East Side Market | West Harlem Market, 130th Street and Twelfth Avenue  
Eleventh Avenue Market, Eleventh Avenue, bet. 34th and 35th Sts.  
Murray Hill Market, Foot East 31st Street  
Centre Market, Corner Grand and Center Streets  
West Side Slaughter House | 664-666 West 39th Street  
West Side Market

**JERSEY CITY**

Wayne Street Market, Corner Wayne and Grove Streets  
Ninth Street Market, 138 Ninth Street

Central Office, Nos. 32-34 Tenth Avenue

New York

Swift and Company

**NEW FIELD FOR SPORT**

The latest issue of the "Four-Track Series," No. 34, entitled "To Ottawa, Ontario, via the Rideau Lakes and River. From the Thousand Islands and the Territory of the New York Central Lines," is a delightful folder with a brand new map, the first ever printed, of this region, accurately engraved and printed in colors, which will give an entirely new field to the average American pleasure seeker.

The new outdoor sport afforded by the house boat is becoming immensely popular and will in time take the place of many

other sports, for a house boat affords opportunities for open-air amusement that nothing else gives, and this particular trip is one of the most delightful that can be made.

You can leave New York in the evening by the New York Central and be at Clayton next morning; from Clayton it is only two hours by boat to Kingston; there you strike the boat through the Rideau River, Lakes and Canal for Ottawa, and if you can make up a party and charter a house boat you will find the trip filled with the most novel pleasure imaginable; but the

trip by steamer is delightful as well, and can be made more quickly, of course, than by a house boat.

You can leave Boston in the evening by the Boston and Albany and make this connection; you can leave Niagara Falls or Buffalo in the evening and make the same connection as from New York, so that the new pleasure ground for Americans is open to everybody, and you don't have to take a long and tedious journey to reach it.

A copy of No. 34 will be sent free, postage paid, to any address, on receipt of a postage stamp, by George H. Daniels, General Passenger Agent, New York Central, Grand Central Station, New York.

# Swift & Company

(Formerly the Jersey City Packing Company)

138-154 Ninth Street, Jersey City

# Beef and Pork Packers

Lard Refiners and General Provision Dealers for Export and Local Trade

New York Office, 342 Produce Exchange

## INTERNATIONAL LIVE STOCK EXPOSITION

The first week of December will be a "gala" week for those engaged in the live stock industry on this continent. The Second International Live Stock Exposition to be held at Union Stock Yards, Chicago, Ill., during that week will be larger in all of its departments than last year. The knowledge of a permanency to the Exposition inaugurated a year ago, led breeders to preparing for this Exposition who did not attend the initial Exposition. The range men and carload feeders of cattle and sheep are enthusiastic over the success of the first Exposition, and this part of the second international will probably be trebled in its proportions. Owing to the excessive demand for swine at the present time, the hog raisers as well as the hog breeders, intend to make their part of the international creditable in every way. It is needless to say that the horse exhibit will be grand, as it certainly was a most remarkable feature in the first Exposition. Creditable information develops that corporations and men of wealth are scouring foreign countries, as well as home, in search of prize winners. The colleges are all at work, and the rivalry, while thoroughly friendly, will be very intense, both in their exhibits and the student contests. The unsuccessful of last year have their armor on, and are industriously working to wrest the laurels from those who now hold them, while the winners of last year are fortifying themselves to retain their standards.

The arrangement of the Exposition will be much more compact than a year ago as the Union Stock Yard Company is sparing no expense in constructing proper and adequate facilities. The erection of an enormous cattle amphitheatre of brick and steel, with the buildings of last year enlarged, will insure the possibility of handling larger exhibits and double the crowd of a year ago, which now seems likely to be the attendance of the 1901 Exposition.

The National Live Stock Association, holding its convention in the city of Chicago, at Studebaker Hall, on the first four days of the Exposition, enables students to put in the morning hearing the speeches and papers of the foremost men in the industry, and the afternoon see the results of the breeder's art. The description bulletin of feeding and handling of stock will be more complete than last year, and accessible to all interested in the advancement of this great industry.

The following programme has been arranged:

Tuesday, December 3, to be Foreign Consuls' day, on which day it is hoped to have the consuls representing all of the various countries, who office in Chicago and adjacent towns, visit the Exposition, and see the class of live stock produced in this country, so that they may be able to make a report thereon from observation to their home government.

Wednesday, December 4, will be Governors' day. To each of the Governors of the

cattle growing and cattle feeding States an invitation has been extended, and it is very pleasing and flattering to the management of the Exposition that so many of these executive officers of the different States in which live stock is a strong factor, take such a strong interest in the Exposition as evinced, and will be with us.

Thursday, December 5.—It is the intention to invite all foreign Ministers and Ambassadors located at Washington to view the handiwork of American breeders, and thus give them an insight into the great live stock industry of this continent.

Friday, December 6, will be Live Stock Sanitary Commissioners and Live Stock Agents' Day. While Every day is for the great American people.

The Exposition of last year was a decided success, the people of the country at large recognize the importance of this event and the Second International Live Stock Exposition will be greater in every way than its predecessor.

The entry blanks for the second International Live Stock Exposition are ready for distribution.

Intending exhibitors of pure breeding, and fat stock and horses, will make application for them to W. E. Skinner, General Manager, International Live Stock Exposition, Union Stock Yards, Chicago, stating how many animals they desire to enter, and the class or breed, it will greatly expedite matters in the office, and they will receive their many entry blanks promptly. Carloads of live stock do not need to be entered until arrival at the Union Stock Yards, Chicago. Premium lists will be sent out with the entry blanks only on request.

### Live Stock Conditions

C. W. E. Skinner, of the Union Stock Yard and Transit Co., in speaking of live stock conditions in the West, says:

"While there has been a drought in some sections of the country, yet I doubt if it has affected sufficient area to warrant any panic on the part of the producers of live stock. It has probably been sufficient, however, to cause hesitancy and will give time to take an inventory of where we now stand, which will bring every man who has the good of the industry at heart to put forth his best efforts to maintain the present standard of values of his business."

### RUBEROID EVERYWHERE

Even at this early day, one of the main topics of discussion in Europe is the great art exhibition which will be held at Karlsruhe, capital of Baden, next year. This exhibition is one of great international interest, and its opening will find many American connoisseurs present to feast their eyes upon the beautiful works of art. The most eminent artists of the world have for a long time been preparing for this monster event, and the world will

have disclosed to its admiring gaze many choice bits and some wonderful masterpieces.

It is a bit early to make prophecies, but it certainly looks as if the exhibition at Karlsruhe will eclipse all former ones. The buildings in which it will be held will be marvels in themselves as works of art, combining the skill of the best architects, painters and sculptors in the world. As usual American products will figure prominently; not alone in the exhibition itself, but in the actual equipment of the magnificent buildings in which it will be held. For instance, the well known ruberoid roofing, manufactured by the Standard Paint Company, will cover the roofs of the immense buildings. Ruberoid is once more honored by the Old World. Through their Hamburg factory, the Standard Paint Company has delivered the very large quantity that is necessary to roof the big structures.

Very shortly there will be no new places left either in the Old World or the new for ruberoid to cover. It is used everywhere; even in places where other indications of civilization or habitation are not apparent. Recently a large lot of it was delivered to the Russian South West Railway to cover a number of buildings which they are erecting. Ruberoid has even gone toward the North Pole. The Baldwin-Ziegler polar expedition took a lot of it (many thousand square feet) because of its light weight, ease of transportation and the economy of space that it affords. It will be used to house or enclose the ship when the vessel is abandoned in the Far North, for the journey over the ice on sleds, and also for building huts or shelters all along the route. The United States and German troops in China live in barracks roofed with ruberoid. In the De Beers Mines in South Africa, ruberoid is also in use. From there to the Klondike gold fields is a long jump, but there also is ruberoid doing duty. Australia, Scandinavia, Germany, Spain, Austria, Italy, Egypt, West Indies, Philippine and Hawaiian Islands—every part of the world, in fact, knows of and uses ruberoid, which has proved itself adaptable to any climate.

### PRO FORMA INVOICES

The U. S. Treasury Department has issued the following notice to customs collectors:

"Hereafter when entry of imported goods valued at more than \$100 is made by pro forma invoice, and bond is taken for the production of a certified invoice, you will retain samples of the merchandise, so that should the certified invoice show a greater value than that stated in the pro forma invoice reappraisal may be ordered under Section 13 of the act of June 10, 1890, and additional duty assessed under Section 32 of the act of July 24, 1897, amending Section 7 of the customs administrative act in case the original appraisal does not agree with the value stated in the certified invoice. Article 1421 of the Customs Regulations of 1899 is modified accordingly."

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 ENTERPRISE MILLS, CLEMENTON, Camden Co., N. J.  
 REFERENCES: U. S. Mint, Rosengarten & Sons,  
 Stuart, Peterson & Co., Philadelphia Warehousing  
 and Cold Storage Co., Philadelphia.

Philadelphia, Pa., March 3, 1898.  
 Mr. John R. Rowand.  
 Dear Sir: We have been using your Re-carbonized Granulated Charcoal for a long time, and cheerfully add my testimony as to its quality and cleanliness, effectiveness as a filtering.

Yours truly, JOHN W EDMUNDSON,  
 Chief Engineer Philadelphia Warehousing and Cold  
 Storage Co.

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Local Oil Mills and Ginneries Combined

CONTRACTOR AND COMMISSION AGENT for all kinds of Beef and Hog Products. Consignments Solicited. Having the largest connection throughout the United Kingdom with the buyers, users and manufacturers of all packinghouse products, I can handle these goods to the fullest advantage and benefit of consignors. Bankers: HILL & SONS, London and Liverpool.

# ICE AND REFRIGERATION

The Blue Valley Creamery, St. Joseph, Mo., will build plant.

The Co-operative Creamery Co., Geneva, N.Y., will build creamery.

The Geneva Distributing Co., Geneva, N.Y., will erect ice plant.

Samuel A. Burns, Harbourton, N.J., will increase capacity of creamery.

The creamery of W.W. Law, near Ossining, N.Y., was burned; loss, \$40,000.

The Cobble Hill Creamery Co., Barre, Vt., capital \$2,500, has been incorporated.

The Lafayette Dairying Co., Lafayette, Wis., has increased capital from \$1,500 to \$6,000.

The ice plant of the Kansas & Texas Coal Co., Huntington, Ark., was destroyed by fire.

The Forest Hill Dairy Co., Constableville, N.Y., will erect creamery and butter factory.

Q.T. Moore is president of a new ice company capitalized at \$15,000, formed at Nevada, Mo.

The Gleason & Loomis Cold Storage Co., Brighton, N.Y., has increased capital from \$20,000 to \$50,000.

The Business Men's Association of Newport News, Va., is considering the formation of a cold storage plant.

The Property Committee of the Board of Control, Toronto, Ont., Can., has under advisement a proposition to install a cold storage plant in city market.

It is reported that the Hammond Packing Co., Schultz & Co., Armour & Co. and the Cudahy Packing Co. will build cold storage warehouses at St. Paul, Minn.

(Late Ice Notes, page 18.)

#### A MYSTERIOUS FATTENER

Secretary Martin, of the National Live Stock Association, has received a letter from Professor August di Sulpitio, of New York, which will not create a panic among the cattle feeders of the country.

The professor tells Mr. Martin that he has "a secret process to fatten all kinds of cattle, such as horses, steers, cows, sheep, goats, etc., in fact, all cattle, except swine. It will fatten cattle in from five to six weeks. It is given in small quantities from three to four times a day, although twice

a day is sufficient for the cattle to be fattened, but the cattle must have plenty of water during that time."

He declares the preparation does not inflate, but builds solid meat and fat.

In possession of such a secret, when figuring out a possible way which will give him the least show even to continue feeding at a profit after a summer's drought, the professor asks if there "would be a good demand for such a preparation if placed upon the market in the United States?"

In this question the professor shows a lamentable want of knowledge of the demands of the cattle industry. But as he lives "among the stars" (for he announces himself as an astrologer, palmist and necromancer) he cannot be expected to appreciate the needs of the hustlers in this sordid world of toil.

"Of course, there is a good demand for such information as will turn out fatted steers in five or six weeks," said Secretary Martin, "and every feeder in the country will pay well for it—if it works successfully. One can't fill up a steer for prime beef like he would a sausage. The ordinary range steer taken from his grassers and transferred to the feed lots on eastern ranches for a ration of corn and clover hay rarely becomes a marketable product of good beef under four months' time. The secret may have come from the Orient, as the professor states, but there are a great many cattle feeders, Missouri-bred and otherwise, who will have to be shown that it is not more of a brain creation of the imaginative professor than it is a beef maker. No, I do not intend to pay any further attention to the matter."

#### VENEZUELAN TARIFF CHANGES

Consul Plumacher reports from Maracaibo, August 2, 1901, that by an executive order of July 16, corn, beans, and peas have been placed on the free list from August 1 to September 30, to assist the poorer classes of population, who have suffered much of late from the high prices of articles of food.

Under date of July 25, Mr. Plumacher in-

formed the Department that "oatmeal" had been placed in class 3 of the tariff (25 cents, or 4.8 cents per 2.2046 pounds).

#### HUSKO FOR TAMALES

The Mexican "tamale" is increasing in popularity in this country and some of the large packing houses are making a specialty of them. Isaac Fields, of Santa Ana, Cal., has built up a most lucrative business during the last few years in the preparation of corn husks for tamales. He has perfected methods of gathering and pressing the husks to produce them at the lowest possible cost and in the most attractive manner. Last Fall he prepared and shipped to Los Angeles and other interior towns about 24,000 pounds of husks. To secure this quantity of husks requires about 300 acres of standing corn.

The corn is allowed to ripen and dry in the fields, and the ears are harvested in the husks in the ordinary fashion. It is in removing the ear from the husk that Mr. Field's specially prepared apparatus comes into play, when the greatest care must be taken to preserve the covering without breaking or destroying it. One man can prepare only about thirty pounds of husks per day, so that the work of getting out 24,000 pounds is no small undertaking.

#### CANADIAN COMPETITION

"Canadian packing houses are competing strongly with those of the United States for English trade," said Price Jones, head of one of the largest provision and produce commission firms of Liverpool, recently. "Much of the Canadian packing house produce is finding its way to England," continued Mr. Jones, "and in consequence the Canadian plants are growing. England is glad of it, because she feels that eventually the United States will demand practically all the products of its packing houses. For several years we have been unable to fully supply the demand for American provisions on account of the increased demand in this country. In time England will probably have to depend on her colonies for her provisions, and the government may be expected to aid the establishment of packing industries in British territory."



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Prompt and accurate analyses of Glues, Oils, Preservatives, Colors, Paints, Soaps, Varnishes, Minerals, Ores, Iron, Steel and Substances of every Description.

**150 Nassau St., New York**

**"CARBONETTE"**

The sausage trade will be interested in a new product of S. Oppenheimer & Co., of 96-98 Pearl street, New York. It is known as "Carbonette," and consists of French carbon in tablet form—something sausage makers have been looking for. "Carbonette" is packed in one-pound boxes, 100 tablets to the pound, making a convenient package and one easily handled. The advantages of "Carbonette" over powder colors is that it saves waste, exact weights and quantities are known and a uniform color is thereby secured, and it is very cleanly, as it does not adhere to the hands or become scattered about. Its use is absolute simplicity, as it is only necessary to count a certain number of tablets to secure a desired color. The price is practically the same as the powdered form of color, though the small advance in price is considerably overcome in the saving of waste.

**TRADE WITH JAMAICA**

The growing disposition of the islands and countries adjacent to the United States, and especially those of the West Indian group, to trade with the United States, is illustrated by a British colonial report on Jamaica. This shows that of the exports of Jamaica, 57 per cent. were sent to the United States in 1896, while in 1900 the share sent to the United States was 19.2 per cent. To the United Kingdom, the share in 1896 was 27.6 per cent., and in 1900, 19.2 per cent.

The report shows that importations of stock, especially of sheep, have decreased considerably, owing probably to the duty now laid upon them. It also shows that farinaceous foods, especially wheat and other meal, also peas and beans, made a fair improvement, while less salt fish and more salt beef and pork were imported.

**REFRIGERATORS IN ENGLAND**

Peculiar as it may seem, it is nevertheless a fact that England knows practically nothing of the household refrigerator and its attendant comforts. An enterprising ice dealer in London, however, intends to start a systematic campaign of education in this line by getting several hundred American refrigerators distributed into houses throughout the city. He will keep these supplied with ice and expects them to do good "missionary" work. Once started he expects American refrigerator manufacturers to follow up the advantage by properly introducing their refrigerators to the English public.

**Entertainment Committee Appointed**

The South St. Joseph Live Stock Exchange has appointed a committee to prepare for the entertainment of the delegates to the National Live Stock Exchange which will hold its annual meeting at St. Joseph early in October. The visitors will be given a hearty welcome in the progressive Missouri city.

Subscribe for The National Provisioner.

**THE MARKET REVIEWS****PROVISIONS AND LARD**

*All articles under this head are quoted by the bbl., except lard, which is quoted by the cwt., in tcs., pork and beef by the bbl., or tierce, and hogs by the cwt.*

**Weekly Review****Strong Undertone—Stocks Gain Slowly Despite Large Packing—Large Home Consumption and Liberal Shipments**

Despite the liberal receipts of hogs through the month, as forced by weather conditions and the high prices for corn, the stocks of the products at the west are particularly assuring of healthy trade conditions. That there was a decrease in the stock of contract lard in Chicago for the month of about 4,000 tierces was a great surprise all around. Indeed, the general showing of stocks at the west was a stimulating feature immediately. The market prices turned about at once from a tendency to fluctuate to a marked advance. Stocks at Chicago of 4,700 tierces contract lard, 51,000 brls. pork and 21,200,000 pounds ribs after the liberal packing, offer poor prospects of very marked accommodations of them in the near future.

There has been a desire to buy the late deliveries, even by some of the packers who had been for some time sellers of them, while the nearer deliveries have been readily, in a general way, taken up by the packers. Outside speculation had varied a good deal in its character; it had rather generally drifted to the "short" side, although not clinging to it for more than small profits, and as influenced more by the improved corn crop prospects; but since the stock statements appeared it has changed to a bullish sentiment. The packers, however, have good control of the entire position, and it may be doubted that the markets will be allowed to go permanently materially higher if hog supplies show up in full volume. There is a difference of opinion over the extent of the near marketing of hogs. While some portion of the trade believes that the late forced marketing of the swine must soon be felt in further diminished supplies of them, there are other people with the impression that the crop of hogs this year has been too large to expect that there will be less than the ordinary supplies of them for some time at packing points. Everything, however, points to a marketing of hogs at an earlier date than usual, and which should leave the situation for the products around about January in even better shape than perhaps they may stand immediately.

The impression in the trade is that even if the hog supply in numbers is somewhat larger this year than in the previous season, that there is a loss of production to be reckoned with through the late forced marketing of light average hogs that will count materially in the long run; moreover, that this loss of production is as well to be considered in connection with the cattle receipts as the time in the direct and indirect workings of the tallow and grease positions as well as of lard upon the entire fat position. It is probable that in

connection with the fat situation that the extent of the cottonseed oil production will have to be considered later on in the season. The present promises are of a large cotton crop, despite reports from Texas, and unless there is an early frost that there is likely to be a lower range of values for the cottonseed in November, whatever may take place meantime, and that the production of the oil is likely to be stimulated to larger quantities than ordinarily.

The foreign advices on hog products this week have shown steadily advancing prices. Whatever the temper of Europe may be concerning buying freely at our market prices, the fact remains that more lard and meats are received by it, but probably largely in the way of consignments, and that the consumption of the hog products all around is liberal despite the unsatisfactory general business conditions said to be prevailing there. The steady large outward movement in combination with increasing home demands has made the packers anxious over taking in any near stuff offered from the hands of outsiders, even when they had an inclination to sell the late future deliveries.

The prices of hogs have gone up further this week, with the packers in active competition for them on the active cash demands for the products, and their short holdings. The relation of prices of the swine with the products is more against the packers than in some time previously; on this account the drift of prices of the products would naturally be higher were there an assurance that the receipts of hogs were likely to fall off at once materially.

The business in the compounds at the west has been liberal again this week; it has led to more active takings of oleo-stearine at higher prices, and the cotton oil prices have as well moved up a little on the active wants of it by the compound makers, coupled with a brisk demand for the oil from Rotterdam.

In New York the English shippers have been quiet over lard, but the continent demand for refined lard has improved. The business in compounds here is fairly active, with some apprehensions of advanced prices for them. Of pork the shippers have been conservative buyers. The city cutters have had better demands for bellies, and are now asking stronger prices—14-pound average pickled bellies closed with 8½ bid and 9 asked; 9 bid for 12-pound average.

Sales in New York for week to present writing, 450 brls mess pork, \$15.50@16.50; 175 brls city family do, \$17.00; 300 brls short clear do, \$16.50@\$18.00; 500 tcs. western lard, pt. (quoted 9.35); 650 tcs. city lard, 8.50@\$8.55 (compound lard, 7½) 30,000 lbs. pickled bellies, 12 lbs. av., 9; 18,000 lbs. do., 14 lbs. av., 8½@8½; 1,750 pickled shoulders, 7½; 3,500 pickled hams, 10%@11½; dry salted bellies, boxed, 10 asked; pickled do., boxes, 9½ asked; backs, 8.

Beef: Very strong market; city extra India mess, \$16.00. Sales of about 1,200 brls. at \$12.00 for family, \$10.50@\$11.00 for packet and \$9.00@\$9.50 for mess.

Exports from the Atlantic ports last week: 2,959 brls. pork, 9,354,177 lbs. lard, 20,761,718 lbs. meats; corresponding week last year, 5,167 brls. pork; 14,225,087 lbs. lard; 17,484,494 pounds meats.

**ATWOOD PROMOTED**

J. C. Atwood has been elected secretary and treasurer of the National Ammonia Co., and he will perform the duties of his new offices and in addition to those of general manager, which position he held previous to his promotion.

September 7, 1901.

## HIDES AND SKINS

### CHICAGO

**PACKERS' HIDES.**—The market generally considered is in the packer's favor; the present demand for heavy hides is fairly strong, and the prospect of continued brisk sale excellent in view of the very limited supply of heavy sole leather now in the hands of the tanners. Light native hides have been well cleaned up, though the call for branded stock is smaller than for some time past.

**NO. 1 NATIVE STEERS,** free of brands, 60 lbs. and up, now offer at 13, with different weights and selections at a variety of prices. Holders are very firm in their views, and not at all disposed to concessions.

**NO. 1 BULL BRANDED STEERS,** 60 lbs up, have moved to the number of 10,000 at 11 3-4 in connection with side brands. The present quotation is 12.

Colorado steers have moved to the number of about 1,000. At 11 3-4 they are well cleaned up, though the increased receipts may have a restraining effect on the advancing tendency.

**NO. 1 TEXAS STEERS** continue the star feature of the market, about 3,000 heavies having brought 14. There are very few heavies available in straight lots, as holders prefer to use them as a lever to work off their lighter weight offerings.

**NO. 1 NATIVE COWS,** overs 55 pounds, have sold from 10 3-4 to 11, according to date of lotting. Light stock has been an important factor, about 50,000 having moved at 10 1-4 to 10 1-2.

**BRANDED COWS** are rather an indifferent factor, having receded in price. They have sold at 9 3-4 to 9 7-8, which is about all could be obtained for them.

**NATIVE BULLS** have sold to the number of 8,000 at 10 1-4, which is a fractional advance over last week's price.

**COUNTRY HIDES.**—The country market has realized the expectations of the dealers, and has substantially requited their good judgment in buying liberally and selling sparingly. While it is true that the market has not been characterized by any large amount of trading, there can be no doubt about its strength, both present and prospective.

**NO. 1 BUFFS,** 40 to 60 pounds, free of brands and grub, have sold in the two selections at 9 1-4 to 8 1-4, and leading dealers now demand fractionally higher prices.

**NO. 1 EXTREMES,** 25 to 40 pounds, have sold at 9 to 8 for the two selections, though the present view of dealers is higher than these figures; it is claimed that this selection has been sold at outside points for more money.

BRANDED STEERS AND COWS are

rather an indifferent factor; they have sold at 8 3-4 flat and in some cases at 9, but on general principles are an indifferent factor.

**HEAVY COWS.** 60 pounds up, free of brands and grubs, are in rather small supply, although a small quantity might be available for early shipment.

**NATIVE BULLS** offer at 8 3-4, which price is fractionally below views of dealers, who are insistent on their own figure.

**CALF SKINS,** 8 to 15 pounds, are firmly held at 11 3-4.

**NO. 1 KIPPS,** range from 9 1-2 to 10, according to weight, quality and selection.

**DEACONS** are well sold up at 60 to 82 1-2, according to weight, quality and selection.

**SLUNKS.** 30.

**HORSE HIDES** are now firmly established at 3, about 2,000 first quality having moved at that price.

**SHEEP SKINS** are firmly held, and a good many of the selections closely sold up.

<b>PACKER PELTS</b> .....	.....
<b>PACKER SHEARLINGS</b> .....	60-65
<b>PACKER LAMBS</b> .....	60-65
<b>COUNTRY SHEARLINGS</b> .....	.....

### BOSTON

Local tanners have paid 9 for a few cars of summer hides. This price was paid in deference to the quality of the offering. Shippers holding some of this class of hides are demanding 9 3-4, though no tanner will pay this price. New England sell at 9, and are promptly taken at the price. Calf and sheep skins continue in relatively small supply and good demand.

### PHILADELPHIA

There is an excellent call, and most of last week's offerings have been cleaned up. The selections principally in request are conspicuously scarce, and prices are advancing tendency.

We quote:

<b>City Steers</b> .....	.....
<b>Country Steers, 60 lbs. up</b> .....	10 -10 1/2
<b>Country Cows</b> .....	9 1/4- 9 1/2
<b>Bulls</b> .....	8 1/2- 9

### NEW YORK

**GREEN SALTED HIDES.**—The market is strong, and packers are very independent in their views. It is claimed that the tanners are short of hides and are simply waiting for more favorable terms. We quote:

**NO. 1 NATIVE STEERS,** 60 lbs. up, 12 1-4 to 12 1-2.

**BUTT BRANDED STEERS,** 11 1-2.

**SIDE BRANDED STEERS,** 11 1-4.

**NATIVE PACKER COWS,** 9 5-8.

**BULLS,** 9 1-4 to 9 1-2.

### SUMMARY

The Chicago Packer Market has been characterized by strong demand for heavy hides because of the limited supply of heavy sole leather in hands of tanners; this active demand has resulted to the advantage of the packer, who may be said to control the present market. The country contemporary also shows unusual tone, and its condition amply vindicates the policy recently pursued by dealers who operated liberally and sold as little as possible. Their holdings now command the premium, and there is every indication of further and substantial advances in price. It is true that traffic has not been very

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Green Calfskins, Country Hides, Sheep Pelts, Tallow, Bones.

Wool Puller and Manufacturer of  
Tallow Renderer. Page's Perfected  
Poultry Food.

### FINANCIAL

#### Stockholders' Committee

of

#### THE AMERICAN COTTON OIL CO.

To the Holders of Preferred and Common Stock OF THE AMERICAN COTTON OIL COMPANY:

Holders, to a large amount, of Preferred and Common Stock of The American Cotton Oil Company, have entered into a Stockholders' Agreement (dated July 22, 1901, and lodged with the Depository), for the purpose of furthering a consolidation, or other disposition of property of, or the acquisition or lease of property by, The American Cotton Oil Company; and for the advancement of the interests of depositing stockholders through united action, whereby their respective holdings shall be held and managed in bulk during the period of the Agreement, and better results be secured than by individual action.

The undersigned have consented to act as a Committee under said Agreement, and hereby afford holders of the Preferred and Common Stock of The American Cotton Oil Company the opportunity of participating in the benefits of said Agreement by thereunder depositing their stock with the First National Bank of the City of New York, as Depository, on or before the 30th day of September, 1901.

Negotiable Certificates of Deposit will be issued for the deposited stock.

Copies of the said Stockholders' Agreement may be obtained from the Secretary of the Committee.

Dated New York, August 1, 1901.

GEORGE AUSTIN MORRISON, Chairman,  
HARRIS C. FAINESTOCK,  
EDWARD WINSLOW,  
J. KENNEDY TOD,

Stockholders' Committee.

SULLIVAN & CROMWELL, Counsel.  
R. F. MUNRO, Secretary to Committee,  
27 Beaver St., N. Y. City.

strong in point of volume, but despite this there can be no question about the strength of the market.

Boston Tanners have paid as high as 9 for summer hides, which are of a superior class, though they could not have been tempted to have paid so high a figure had it not been that they are especially partial to this class of hides. New Englands are taken up to receipt at 9; there is an excellent call for calf and sheep skins, with the supply inadequate. The Philadelphia market is very strong, and the selections which are in request are especially scarce. The New York market is closely held up at advanced prices, and the prospects of further demand is excellent.

### HIDELETS

Samuel P. Davidge, of the Export Department of the United States Leather Company, has returned from an extended tour to Europe.

River Leather Company is the name of a New Jersey leather manufacturing corporation with headquarters at Newark. The new company is incorporated at \$100,000.

A new Pennsylvania corporation, with headquarters at Allegheny City, is the Standard Leather Company, tanners and leather manufacturers, with an authorized capital of \$400,000.

## GULF BAG CO., Limited, New Orleans, La.

Filter Cloths, Filter Bags, and Bags for Cottonseed Products, etc.

PRICES CHEERFULLY QUOTED ON APPLICATION.

## TALLOW, STEARINE, GREASE AND SOAP

### Weekly Review

**TALLOW.**—The sales of city in hogsheads at the advanced price of 5½, which amounted to 150 hogsheads, as noted at the close of our previous review, and at which price the contract deliveries to the home trade were made last week, left the market with well sold up supplies for the near future delivery. Up to Tuesday night 5½ was bid for city in hogsheads and 5% asked. On Wednesday on the report of the London sale, which showed 6d. advance and where 1,500 casks out of the 2,000 casks offered were sold, the New York market was even stronger. Sales then took place of 100 hogsheads city at 5%, while 200 tierces city sold at 5%. At this writing 5½ is bid bid for city hogsheads and 5½ asked, and 5% bid for city in tierces and 5% asked. City edible, which had sold at 6½ for 500 to 600 tierces and 6½ for out of town, is now held up to 6½ for city. It does not look as though the limit of improved prices had been reached. To conform to the prices of some other soap materials, or at least to rest upon the usual relative trading basis with them, tallow ought to be 5½ in hogsheads and 5% in tierces. The significance of this is recognized only as a new season for cotton oil opens, when the soap trade usually makes large contracts ahead, and would naturally modify wants of cotton oil unless the tallow and grease markets stood upon the proper relation of values with it. The situation of cotton oil looks as though it would be at least maintained; indeed, that in the marketing of the new oil that its prices would come nearer the level over rates for old oil; it is a fair inference that there will be nothing in the cotton oil position this side of the middle of November to work against a firmer drift of prices for tallow and grease. However, the larger cotton oil crop may affect values after that time. Moreover, it has been well recognized that the tallow position has been too low, as permitted by the hot weather, and that it naturally swings about on the advancing season to cool weather. The consumption has been steadily liberal of the better grades of tallow by the compound makers, while latterly the soap people have been freer buyers as anticipating the improved conditions. Additionally sensitive features would prevail in the event of the English markets participating in the trading here, and their developments are awaited with a good deal of interest. The belief is that England must buy tallow here rather freely, that it

will soon feel the effect of shortened shipments from Australia and the firmer attitude of the Australian markets. The country made comes in very moderately; choice lots of it are well taken up at higher prices. Sales for the week of 270,000 pounds at 5%@5%, as to quality, including 200,000 pounds at 5½; these are fancy lots selling for more money. The near eastern markets ask 5% for choice goods. The western markets are higher and are bought up close steadily. About 2,000 tierces have been sold there at 5%@6 for prime packers, closing with 6 asked and 5½@5½ for city renderers.

**OLEO STEARINE.**—Increased confidence over buying prevails among the compound makers. Large sales have taken place at the west, and the accumulations there in pressers' hands are now of comfortable carrying volume. Moreover, the eastern consumers are willing to pay advanced prices. There is a steady large business in compound lard and the consumption of the stearine is greater than at this time last year. However, the production of the stearine is larger than then because of the active sale of the oil at high prices. There is an advance in New York to 10½c. Sales in New York of 50,000 pounds at 10c., and 225,000 pounds at 10½c. At the West, sales of 750,000 lbs. at Chicago, 10c.; 250,000 lbs., at St. Louis, \$9.82½, and 50,000 lbs., at Kansas City, \$9.75.

**LARD STEARINE.**—The make is being actively consumed on an improved business in refined lard, and little comes out for offer on the open market. About 10½c. quoted.

**GREASE.**—Soapmakers and exporters keep the Western markets well cleaned up,

where prices are relatively higher than here. But a good, strong feeling prevails everywhere. The movements out of supplies from Eastern markets are increasing and the soap people, as well, are more interested over offerings. Sales of 125,000 pounds yellow, 4%@4½c.; 50,000 pounds "A" white, 5½@5%; 100,000 lbs. "B" white, 5½@5¼c.; 200,000 lbs., bone and house, 4%@4%.

**GREASE STEARINE.**—Shippers get refusals, but they accomplish little with them. However, the cost of the stearine on the strong position of the grease market tends to confidence of current prices. Sales of 150,000 pounds white at 5%c., and 75,000 pounds yellow at 5%c., closing with more money asked.

**CORN OIL.**—Foreign markets are declining for linseed oil; London is now 30s. 6d. Therefore Europe holds off on corn oil; it has practically no substantial bids here. The asking price here is 5%c. for car lots and to 6½c. for jobbing quantities; lower prices would be necessary to sell at all freely.

**LARD OIL.**—Holders' views vary with the course of the lard market; they are now at about 69@70c. Most of the large consumers avoid the market for other than limited quantities; otherwise trading is of a restricted order.

Dutchman, 32 years of age, with every detail of successful margarine making at his fingers' ends, wishes to hear from big firm. Address A. B. C., care The National Provisioner.

### EXPORTS SHOWN BY STEAMERS

Following are the exports from New York to Europe for the week ending August 31 of commodities, as shown by Lunham & Moore's statement:

Steamers	Destination	Oil Cts.	Cheese	Bacon	Butter	Tcs. & Bbls.	Pork	Beef,	Lard
								Tcs. & Pkgs.	Tcs. & Pkgs.
Cymric	Liverpool	1145	788	1870	...	...	...	262	...
Teutonic	do	965	1333	...	...	...	...	1080	...
Philadelphian	do	2100	1500	800	...	350	200	...	1500
Etruria	do	...	1156	853	...	...	...	...	1525
Stevie	do	...	930	850	...	...	...	...	...
St. Paul	Southampton	...	1513	...	...	...	...	1000	...
Mis-sab	London	4500	1025	313	...	37	15	...	455
Marietta	Hull	1864	1168	...	50	125	100	815	8888
Strabo	Manchester	259	8	...	...	...	...	...	3645
Sardinian	Glasgow	...	138	...	...	...	...	210	650
Ethiopia	do	154	490	...	164	...	...	285	60
Helka	Baltic	...	50	...	...	...	150	...	200
Lady Armstrong	do	...	50	...	...	...	...	...	500
Phoenixia	Hamburg	...	147	200	...	330	...	510	2500
Fuerst Bismarck	do	...	...	...	...	...	...	...	...
Maasdam	Rotterdam	...	100	...	...	60	25	690	1850
Kaiser Wil. der Grosse	Bremen	...	...	...	...	245	...	225	500
Grosser Kurfuerst	do	...	...	...	...	...	...	285	2925
Friesland	Antwerp	...	544	...	...	...	...	...	...
Ikbal	do	750	...	...	...	...	...	...	...
British King	do	...	300	...	...	...	...	100	3000
L'Aquitaine	Havre	...	...	...	...	...	...	175	370
Patria	Mediterranean	...	25	...	...	25	...	35	500
Total		8495	7883	9470	2170	601	1150	125	3702
Last week		11876	8009	9748	3677	375	923	160	7072
Same time in 1900		3601	9635	12801	540	596	1142	925	8130
Last year's bay, 300 bbls. tallow.									47879
Cheese receipts from May 1, 1901, to August 30, 1901									675,804
Cheese receipts same period last year									681,741
Total of actual shipments, May 1, 1901, to August 24, 1901									188,233
Total of actual shipments same time last year									314,704

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### TALLOW SOAP MATERIALS GREASE

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SAL SODA

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OLIVE OIL FEOTS

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## COTTONSEED OIL

**THE NATIONAL PROVISIONER** is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mills' Superintendents' Associations of the United States

Quotations by the gallon, in barrels, in New York, except for crude in bulk, tank cars, which are the prices at the mills.

### Weekly Review

#### New Crop Deliveries Stronger at the Seaboard and Mills—Increased Demands, Partly on Export Account

The markets all around have had more activity this week, chiefly for new crop deliveries, in which the western packed and Rotterdam shippers have been interested chiefly. Rotterdam has wanted the late October and early November deliveries, for which it has paid better prices, ranging from 36½ to 37 for prime yellow in New York, and bids further 37; it has bought at the south one or two lots at prices that would equal 37½@38 in New York. Altogether it has taken 4,000 to 5,000 barrels. All Nov. delivery is now 37 bid. Rotterdam has an active sale for butterine; its prices for all crude materials are steadily advancing, oleo. oil there now 61 florins. The poor dairy season in England accounts for the position in Rotterdam.

Concerning the demands from the western packers at the mills, it can be said that the compound makers are making as liberal provision as possible for their needs in the early part of the new crop season; they realize that it is almost impossible to get old oil in any important quantity, except by further materially advancing prices for it, and that by October they will be well cleaned out of their holdings of old oil under the present rate of their consumption for the make of the compounds. Moreover, the soap makers finding that the tallow prices are more closely approaching their usual relation with cotton oil and that the course of the beef fat markets, with their good statistical surroundings point to an even higher basis for them, are beginning to think well of cotton oil for investment at such prices as prevail for it for the fall deliveries; they are seeking to make contracts for the oil with the mills for October and November deliveries.

It is with this sensitiveness over buying

on the part of the western people chiefly that the mills have been able this week to make further advanced prices for crude oil, some sales of which in tanks are now reported in the southeast at as high as 31. This rate may have had a favorable freight attached to it, but it is a fact that 31 is becoming the prevailing asking rate for October delivery in the southeast sections. Indeed, it is hard to see how the mills can sell for less money than 31, considering the high prices demanded for seed by planters most everywhere, and that as many mill have sold oil ahead rather extensively for October delivery, the competition among them for the seed throws the advantage with the planters.

Whatever scare there may be over seed and the insistence for high prices for it, which steadily develops by reason of the competition for it, through high prices for the oil, the moderate stocks of old oil, the necessities of many home consumers and some urgent export demand for deliveries in the early part of the new crop season, our belief is that after awhile conditions will settle for the seed and that it will approach a more reasonable buying basis. Indeed, it is hardly likely that the largest makers of the oil would make contracts for seed at any such prices as now appear to be forced by the anxiety of many small mills to secure it to cover their oil contracts. Moreover, we think there is warrant for saying that the cotton crop is likely to prove much larger than last year, notwithstanding some of the crop estimates that have been put out in the trade latterly and to which we have alluded. While the latter part of September is a better period of the year than the present to place reliance upon cotton crop estimates, yet there is enough now developing to say that unless there is an early frost that the cotton crop is likely to be in the neighborhood of 10,750,000 bales and possibly 11,000,000 bales. If the crop should reach either of these amounts it goes without saying that the planters will ultimately, say in November, have some anxiety over selling seed at materially lower prices. In any event there must be some abatement of the present excitement in the seed position, as more of it must steadily come on offer, while the nervousness over getting seed to protect oil contracts must shortly disappear. It rather looks now as if the later the period of the year for obtaining seed the more reasonable its value; this does not disturb the theory that oil is likely to be well maintained in price until the seed position is changed; seed is unquestionably now too

high in price for a free make of the oil at its current prices.

Linseed oil is lower in Europe, now quoted at 30s. 6d. in London, as feeling the prospects of the flaxseed crops; this is not having any effect upon the immediate cotton oil position, whatever may develop later. Some of the Continent shippers, outside of Rotterdam, have been figuring in New York this week over prime yellow cotton oil for late October and early November deliveries, and taken together have paid to 37 for them. They have been willing to pay 37 for all October delivery and 36 for all November, but find ½ more asked. These prices are regarded by them as very reasonable, considering that they would not be able to get August or September deliveries under 40, and that much demand at 40 would cause at once a still higher price. Indeed, it is very doubtful if an order for a large lot at 40 would be satisfied, as it is well recognized that the old oil will be well cleaned out by the time new oil reaches the market and that it is wanted more by the people who hold it for their own consumptive needs.

Europe is taking some good off yellow on the spot at 37½@38; it has bought about 2,000 barrels altogether.

Some portion of the oil recently considered slightly off grade here has been taken by the fishing industry down east, but which could not use all that had been held here before the new crop season, against which latter they would hold off on larger quantities through the comparatively lower prices for the new oil.

The pure lard market offers encouragement for a strong position through the fall months; it has been manipulated slightly to squeeze a "long" or short interest, and its prices have been alternately easy and firm, but they are now tending higher through the decreased stocks; by October it ought to have a more definite position; by that time the packers should be arranged to support it permanently, and the near hog supply should then be better understood. With all of the large hog supplies recently through the peculiar conditions that had been referred to, the monthly statements of stocks of the products show that outward movements use up steadily the enormous productions of lard and that statistically the entire hog list favors sellers, who at any time could put even more tone to prices. Aside from the large consumption of pure lard, it is a fact that the compounds have wider attention than usual, that they are being more largely consumed

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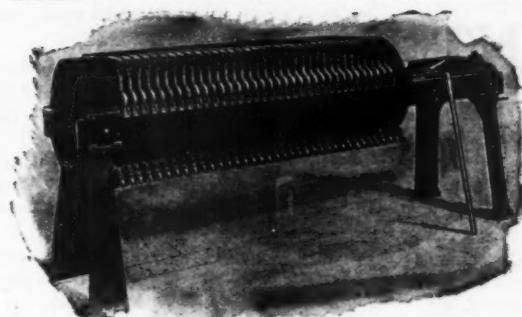
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than ordinarily and that the use of cotton oil for their make is of an exceptionally liberal order.

The tallow market in London advanced 6d. this week; there is likely to be material English demand for the beef fat soon to swell the volume of business in it, which has been liberal for some time on home account in special sources. Tallow is now close to the usual relative rates with cotton oil. The sales for the week have been, in New York, 1,100 bbls. prime yellow, August delivery, at 40; 2,500 bbls. do., October delivery, at 37; 2,000 bbls. October-November, export, 36½; 2,300 bbls. do., late October and early November deliveries, together, for export, at 37, now 37 bid; 500

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bbls. do., November, at 37; 1,600 bbls. good off yellow, on spot, 37½@35; 600 bbls. white on spot, 43½@44; 1,000 bbls. do., November and December deliveries, 38; winter yellow in lots, 45. At the mills sales of equal to 8,000 bbls. at 29 to 31 in tanks in the southeast, and 29@30 in the valley. Also sale of 500 bbls. prime yellow (or a better grade) November shipment from the south to Rotterdam, said to equal about 38

in New York. Freight engagements for 3,500 barrels for an Italian port made this week.

LATER.—Has advanced one-half more, and is very strong by reason of the sharp advance for lard; prime yellow in New York October delivery would bring 38, and not offered; November delivery is at 37 1-2 bid and 38 asked; Spot lots now hold at 41, and 40 bid.

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# RETAIL DEPARTMENT

## THE RETAIL AND WHOLESALE DEAD LINE

We have been the consistent friend of the retailer and of the wholesaler alike. We have always maintained that the wholesaler should kill and sell to the distributor and that the distributor should sell to the consumer. The distributor is the retailer. The above is the only basis upon which a true line between the two can exist.

For some time past the retailers have been complaining of the encroachments of the wholesaler in catering to the hotel and restaurant trades. On the other hand the wholesalers have been confronted in various parts of the country by marketmen who insist not only upon slaughtering their own cattle and small stock, but also upon wholesaling the carcasses or part of carcasses they do not need to their brother butchers. There is another class of butchers in the country who both wholesale and retail from the same or convenient premises.

All of the above is inconsistent with the declaration that retailers should only retail and wholesalers only wholesale. The dual acts are inconsistent.

We would like to see the "dead line" drawn and each respect it, both in spirit and in truth.

There is no use pretending and hoodwinking. If the retailers desire to go into the abattoir and dealing line the best thing they can do is to save up enough money throw off the disguise and go right into it. We hope the old lines of wholesaler and retailer will be maintained, but it does seem that both sides are slowly creeping up to the firing line and that each will persistently pass the sacred line more and more. This is to be regretted. Later on this will cause a scramble for the consumptive trade.

## THE NIGHT HAWKS OF THE MEAT TRADE

There are 50,000 night workers in New York City—people who practically work all night or most of it. Of these fully 10,000 are butchers or men engaged in one phase or other of the live and dead meat business. These are in the abattoirs, cattle trains, yards, markets and factories which run late at night. The 2,200 Raines hotels in Greater New York furnish another 10,000. The all night restaurants and hotels furnish another 5,000 for the food and eat crowd in the busy city. Thus, the meat trade furnishes fully half of the estimated army of night workers who, like owls, sleep in the day and see only or partially the sunlight of electricity.

## THE FIRST SUNDAY OF THE CLOSING LAW

The O'Connell butcher shop Sunday closing law for New York State slipped into gear for running last Sabbath. A few of the cogs didn't work. The Benchmen's Association set about 3,000 pickets all over the city and picked up some violators. Sunday was a busy day for President Pfaehler, Jr., of the Benchmen's Association.

One of the arrests of the day was made in the shop of Emil Haas, the butcher, at 308 Columbus avenue. From that on Mr. Haas was kept busy bailing out and submitting to interviews about the repeal of the new Sunday closing law. The star feat of the day was the delivery of half a chicken over the roofs of a block of houses to a customer in Hester street. The shop making the delivery was said to be that of Marketman Loehowsky, at 27 1-2 Essex street. His wife performed this feat of roof delivery.

Police Commissioner Murphy had issued an order to the Police Department to give every assistance in enforcing the law.

Butcher Herman Friedman, at 113 Hester street, had sold a lot of Sunday delivery orders Saturday night, but the presence of blue coats on Sunday scared him.

An arrest was made in the shop of M. Solomon, at 227 W. Thirty-fifth street. The clerk was an Irishman.

Louis S. Newman, of 533 E. Seventy-eighth street, was another pick-up. He was fined \$5 for selling a chicken to a woman.

Herman Lapidus, of 90 E. 110th street, was another offender; fined \$10 for delivering meat.

Morris Lindeman, of Park avenue and 119th street, and Christian Stoldreier, of 338 St. Ann street, were discharged. The former was charged with delivering meat.

William Moessner, of 848 E. 161st street, was fined \$5 for selling corned beef to a woman.

Harris Levin, the butcher assistant, at Third avenue and 106th street, was carrying some fresh meat along the street in a basket. Arrested. Discharged. The judge said to the arresting butcher: 'So on the first Sunday you get off you go out and try to make trouble for others.'

Pietro Vollo, the butcher, at Eleventh avenue and 175th street, got into a fight with one Peter Rooney because the butcher could not sell him meat. Vollo was fined \$3. Hard luck for keeping the law.

Vincent Palme, a delicatessen dealer on Eighth avenue, was arrested for selling a chunk of salt pork. Discharged.

Jacob Koschoff, of 916 Second avenue, was arrested. Fined \$5.

Pincus Cinkofsky, of 828 E. 118th street, arrested for delivering meat to a customer's home was discharged. He was carrying out orders.

The clerks in the meat markets at 808 Columbus avenue and 227 W. Thirty-fifth street, were arrested and held in nominal ball by Magistrate Meade.

Louis S. Schwann, of 533 E. Seventy-eighth street (fined \$5) and Frank Calviche (fined \$5), of 2,500 Amsterdam avenue, were offenders in Harlem and were before the "coort."

Magistrate Olmsted, in discharging clerks who carried meats, laid down the following law from his bench:

"A man has a right to carry meat in the streets on any day in the week."

He then proceeded to discharge Christian Stoldreier, of 338 St. Ann's avenue, whose clerk sold some bacon to a woman.

Brooklyn violators also had their troubles. It was evident from the interview which the Benchmen's delegation had with Police Commissioner Bernard York, of Brooklyn, when making their request for police help, that he was not "falling over himself" to help the arresting business. He said: "The police will do their duty, but they had something else to do besides watching butcher shops and arresting butchers." The Anti-Policy law also went into effect the same day. So the police really had to keep their eyes skinned and their hands upon their sticks.

It was evident also that some magistrates looked with favor on the Sunday closing law and "soaked" offenders on the same charge for which others freed them.

"Clerks are only obeying orders" and "some one else sold the meat" seemed to be Magistrate Olmsted's favorite law for his decisions—"discharged."

Magistrate Mead, on the contrary, held and fined everything in sight. He seemed to take the view that "meat must not move." The mover becomes the offender. As it looked from Sunday there will be trouble ahead for the Benchmen in watching and enforcing the new Sunday law.

Charles Levin, whose market is at 54 Bergen street, South Brooklyn, was arrested and held by Magistrate Tighe.

Herman Brownstein, of 61 Union avenue, was arrested and paroled.

Philip Pavlino, of 42 Sackett street, was arrested and discharged.

Justice Giegerich, of the Supreme Court, stated from the bench that he would issue habeas corpus writs for butchers in cases where they are formally applied for. The Benchmen charged the police before Commissioner Murphy with indifference and failure to close butchershops except on complaint from a Benchmen's picket. The Police Department seems to have a cold shoulder for the new Sunday market closing act. There is the rub.

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## MORTGAGES, BILLS OF SALE AND BUSINESS RECORD

### Butcher, Fish and Oyster Fixtures

*The following Chattel Mortgages and Bills of Sale have been Recorded*

#### BOROUGH OF MANHATTAN.

##### Mortgages.

Alexander, W., 214 Thompson; to Magilewsky Bros. .... \$55

Beyerle, Fred., 273 W. 4th; to A. Schaack ....

Kaufman and Black, 98 Suffolk; to B. Kaufman ....

Reichman, L., 1602 2d ave.; to K. Redleib ....

Schmitt and Lutterhess, 1661 2d ave.; to C. Waghorn ....

Stein & Pushman, 1609 2d ave.; to C. Henry ....

##### Bills of Sale.

Blank, M., 98 Suffolk; to H. Schreir. .... 40

Breitkopf, F., 537 6th st.; to F. Schilling ....

Lantzman, Y., 166 Orchard; to M. Levine ....

#### BOROUGH OF BROOKLYN.

##### Mortgages.

Bell, H. P., 1219 3d ave.; to J. W. Campbell & Son .... 247

##### Bills of Sale.

Hitcken, J. A., 41 Lee ave.; to Eliz. Widman .... 1000

Miller, G. & C. Peperino, 1053 Fulton; to F. Herbert .... 50

### Grocer, Delicatessen, Hotel and Restaurant Fixtures

*The following Chattel Mortgages and Bills of Sale have been Recorded*

#### BOROUGH OF MANHATTAN.

##### Mortgages.

Eitel, A., 932 Westchester ave.; to D. Blaschel .... 19

Geraci, V., 59 James; to G. Masaluso Green, I., 41 Bond; to G. Berkowitz. .... 177

Hohorst, Hy., 2411 1st ave.; to Seeman Bros. (R.) ....

Lanson, F. and A., 302 7th ave.; to O. Gavard ....

Manheimer, L., 93 Columbia; to B. Wilensky ....

Schuman, G. and E., 656 B'way; to S. Lewning & Sons ....

Wardier, H., 551 E. 157th st.; to M. Schober ....

Gazzale & Peragallo, 1937 3d ave.; to Bleecher % Simons ....

Lazarnik, J., 648 6th ave.; to H. Schoeller ....

Olcese, L., 522 Broome; to A. L. Bullock ....

Riggs' Restaurant Co., 120 University place and 120 1st st.; to W. Lockwood .... Agents

Riggs' Restaurant Co., 120 University place; to W. H. Lockwood .... 10,000

Sievers, S., 309 Bowery; to A. Donschat ....

Schwartz & Steinhardt, 232 West; to H. Dressler ....

##### Bills of Sale.

Burmeister, C., 203 E 104th; to P. Ludemann .... 100

Meyer, G., 44 Franklin; to F. & H. Knobhoff .... 300

#### BOROUGH OF BROOKLYN.

##### Mortgages.

Antonio, B., 642 3d ave.; to P. Ferrenolo .... 300

Bledung, S. V., Arcade Walk and Surf ave.; to C. Ludwig .... 500

Dolge, W., 108 Roebling; to D. F. Muller .... 400

Diamond, M., 174 Columbia; to Jane Goldberg .... 120

Johnson, W. H., 254 Flatbush ave.; to B. F. Sherman .... 400

Katzenberg, G., 221 Nassau ave.; to Eliz. Engel .... 650

Ling, Otto, 116 Myrtle ave.; to J. Hamburger .... 600

##### Bills of Sale.

Hansen, O., 116 Myrtle; to J. Hamburger .... 475

Kleinstein, H., 183 Harrison ave.; to L. Scher .... 275

Klaud, J., 164 Harrison ave.; to C. Klyderman .... 150

Lang, H. F., 743-820 Atlantic ave.; to E. F. Lang .... 700

## BUSINESS RECORD

COLORADO.—P. T. Edmunds, Sterling; meats; succeeded by Edmunds Bros.

CONNECTICUT.—Jos. A. Dube, Forestville; meat; petition in bankruptcy.

ILLINOIS.—Paul Mitschke, Jerseyville; meat market; chattel mortgage.

INDIANA.—F. J. Parrott, Fort Wayne; meat; R. E. mortgage by J. G. Strodel.

IOWA.—W. E. Griffith, West Point; meat, etc.; D. Wall Jasper succeeds.

KANSAS.—A. W. Hoefer, Windom; meat; sold out.—G. W. Stinson, Pittsburg; meat, etc.; in hands of creditors.

MARYLAND.—King & Abbott, Baltimore; provisions, etc.; dissolved.

MASSACHUSETTS.—Sacaille Bros., Lawrence; provisions, etc.; dissolved.—Agnes Berkman, Boston; provisions, etc.; filed certificate.—Central Cash Market, Gloucester; provisions; under attachment and keeper in charge.—Chas. A. Harris, W. Springfield; meats, etc.; chattel mortgage \$108.

MICHIGAN.—F. Farquer, Princeton; meat, etc.; succeeded by Hugh V. Sparks & Co.

MISSOURI.—W. D. Summons, Dearborn; meat; sold out.—W. D. Leonard, Excelsior Springs; meat; sold out.—W. S. Twyman, Kansas City; meats, etc.; sold out.—Elliott & Alderson, Samar; meat; dissolved.—Herring & Zimmerman, Kansas City; meat, etc.; chattel mortgage \$200.

NEW HAMPSHIRE.—F. S. Pierce, provisions, etc.; Dover, assigned.—Clarence E. Howe, Farmington; provisions; succeeded by F. E. Webber.—Denning & Sherman, Lisbon; provisions; dissolved.

OHIO.—A. Gunlite, Toledo; meat, etc.; dead.—Rall Bros., Toledo; meat, etc.; dead by J. A. Rall individually.

PENNSYLVANIA.—Pulling Bros., Edinboro; meat; started branch at Cambridge, Spring.—D. C. K. Smith, Elizabethville; butcher; execution \$175.

RHODE ISLAND.—I. W. Angell, Centerville; meats; succeeded by P. Tetrault.

—C. A. Esterbrook, Newport; wholesale fish; succeeded by Esterbrook & Gladding.

UTAH.—McKee & Rolf, Vernal; meat; dissolved.

## AMONG THE ASSOCIATIONS

William Stenson, of Kansas City, defeated B. L. Porlier, of St. Joseph, Mo., in the beef dressing contest at the Retail Butchers' picnic at Leavenworth, Kan., last week. Time, 15 min. 15½ secs. The victor won \$100, a gold medal and the championship of the West.

The Retail Butchers' Association of Jamaica, L. I., adopted a resolution all Sunday orders for meat must be given by 9 P. M. Saturday, after September 1. This association has forced the local price of ice down 50 per cent.

The beef killing contest at the annual outing of the Detroit, Mich., Retail Butchers' Association, last week, was described by a local paper as a "bloody contest."

The annual picnic and barbecue of the Hudson County (N. J.) Butchers' Association takes place Friday, Sept. 30, at the Union Hill Schuetzen Park. The fun is in capturing the three live greased pigs. There is also a bowling and a killing and dressing contest. The members go in coaches and military procession. E. Straude is grand marshal. The arrangements are in the hands of the following Committee: L. Vettermann, F. Hevert, E. Straude, C. Boulin, C. Haag, J. Olofson, C. Sauer, H. C. Streckfuss, H. Y. Schmidt, W. Wild, J. Smith and W. Pabst.

During September the association will meet every Monday at 8.30 P. M.

The Retail Butchers' and Grocers' Association of Columbus, O., is still discussing local competition. The association members went to Cincinnati to join in the butcher frolic there. An effort is being made to have a "community of interest" combination with the bakers, druggists and dairymen.

The report on Butchers' and Grocers' Association annual outing at Meriden, Conn., shows that the association cleared about \$500 after all bills were paid. Pretty good showing. Over 5,000 tickets were sold, according to Secretary H. Fred Rudolph.

The Retail Butchers' Association of Wheeling, W. Va., has rebuilt the association's plant at Fulton. The plant was burned recently. It is expected to start the wheels of the new factory this week.

The Brooklyn Eastern District Butcher Guard held its annual outing last week at Ridgewood Park. There was a large attendance. The sports were fine and costly prizes were given. Dancing and other pleasures filled in the later hours.



**\$1000.00 IN GOLD**

**\$1,000.00**

*In Gold Will Be Paid by Us to Any Person Who Will Prove FREEZE-EM is not the Best Known Preservative for Pork Sausage and Chopped Beef.*

**IF YOU MAKE YOUR OWN PORK SAUSAGE**

and have never used FREEZE-EM in it, write us at once for LARGE FREE SAMPLE BOTTLE.

By the use of FREEZE-EM, Pork Sausage and Hamburger Steak retain their Perfectly Fresh Appearance and they can be exposed on a counter for a Long Time, without being affected by the changes of the weather. Roasts, Loins, and All Cuts of Meat can be kept Fresh and Wholesome in any climate. FREEZE-EM can be used with Surprising and Pleasing Results in the Washing of Poultry and Meats that have become Slightly Tainted. Butchers who have tried FREEZE-EM say that it saves them TEN TIMES ITS COST.

Do not neglect to write us, TO-DAY, for LARGE SAMPLE BOTTLE, with FULL INSTRUCTIONS FOR USE, FREE, ALL CHARGES PREPAID.

**B. HELLER & CO., Mfg. Chemists,** 249 S. Jefferson St., CHICAGO, U.S.A.  
*In purchasing FREEZE-EM from jobbers Beware of Fraudulent and Worthless Imitations.*

**NEW BENCHMEN ASSOCIATION MEETING HELD**

The following are the minutes of the meeting held August 22 of New Benchmen's Association of New Jersey:

Motion made and seconded that minutes of the last meeting be adopted as read.

Motion made and seconded that fifty cents be paid for postal cards.

Motion made and seconded that report of the committee on the chief of police be accepted and that the committee be continued.

Motion made and seconded that the report of progress in regard to buttons be adopted.

Motion made and seconded that the reports on trade council be continued.

Motion made and seconded that the by-laws be adopted as read and the committee to be continued with power.

Motion made and seconded that the committee see the chief of police to enforce 10 o'clock Sunday closing.

Motion made and seconded that a committee in full act on entire Sunday closing on and after November 1.

Motion made and seconded that any member knowing of a butcher shop open after 10 o'clock, Sunday Sept. 1, will be expelled from the organization.

Motion made and seconded that a committee of five be appointed for a grievance committee.

Motion made and seconded that a vote of thanks be given to Mr. Wellman for a gift of 100 membership cards.

Motion made and seconded that a vote of thanks be voted to Mr. Martin for his kind and welcome speech in regard to Sunday closing.

Motion made and seconded that this organization be called the Benchmen's Association of Retail Butchers, Branch No. 1 of New Jersey.

Motion made and seconded that we adjourn.

Very respectfully,  
GEO. F. KUG, Secretary.

**HOW MUSIC AFFECTS CATTLE**

A correspondent sends us the following:

"There is an indescribable sense of strangeness about the great plains at night," said a visitor from Texas, chatting in the lobby of his hotel. "When a man ride over them alone the very vastness of the landscape will awe him to the heart, and his nerves will gradually get on such a tension, without his knowing it, that the yelp of a coyote or the howl of a wolf a mile away will make him jump nearly out of his saddle. That is especially true of nights when there is just a slice of moon in the sky—not enough to render things distinct, but enough to fill the whole plain with vague, mysterious shapes that you seem to distinguish at one moment and lose the next. I shall never forget an experience I had under such conditions when I first went into the cattle country. I was visiting a ranch in middle Texas, and one day went out with some of the cowboys to a remote side camp. The night proved so beautiful, although there was very little moon, that I decided to take a fresh horse and ride back. As might have been expected, I lost my bearings, and after wandering around for several hours

came to a standstill near a line of low, rolling foothills I couldn't remember ever having seen before. The weird half light gave everything an air of mystery, the prairie was alive with strange, shifting shadows, and I was staring into space, falling more and more under the spell of the place and hour, then I was almost startled out of my wits by the sound of a familiar hymn:

"Nearer, My God, to Thee! Nearer to Thee."

"The words were perfectly distinct, sung in a deep, powerful baritone, but I could not for the life of me tell from where they came, and before I recovered from my first shock the chorus was taken up in what seemed to be every point of the compass:

"Nearer, My God, to Thee! Ne-e-ar-er to Thee."

"It sounds foolish to tell, but my hair bristled on my head, and the wonder is I didn't fall off my horse. Luckily at that moment a cowboy came riding around the shoulder of the nearest hill, and in a moment the unearthly chorus was made plain. He and his companions had a big bunch of cattle in a sort of natural corral at the other side of the tree, and were simply singing to keep the restless steers quiet. It is an old trick on the range, and I have heard it done a thousand times since, but never amid such impressive surroundings. The cowboys put me on the right trail, and I was soon at the ranch house, but my nerves were shaken for a week. It is strange that singing will quiet cattle. It does it almost every time. They told me it is one of the mainstays of the stock-boats, where, without it, the herding and management of cattle would be at times impossible on portions of the plains.

**As the Butcher Sees It**

"A Man in the Shop" writes the following to an English paper on the growing disposition to abolish private shambles:

"The man in the street thinks it is high time that we should establish public abattoirs and do away with private slaughterhouses. He mentions certain towns that have established what he terms this needed reform.

"I do not think anything has thrown the trade so much into the hands of the Americans as the abolition of the private slaughter-house. There are not many butchers left. We are rapidly becoming meat traders.

"When a butcher loses his slaughterhouse he turns his attention to American meat, does away with the bother of abattoir slaughtering and the attendant expenses, pleases his customers, and shows a better balance at the year's end. But the British agriculturist is the sufferer, for he loses a good customer.

"Remember that every abattoir expense is equal to a duty on home produce. Where, then, does the benefit come in? I, for one, should much like to know.

"Doctors talk about diseased meat. Their knowledge of animals is small. One may kill thousands of animals before coming across one that is diseased.

"Experience shows that this constant interference with trade is rapidly sending it elsewhere. I suppose the man in the street is aware that a slaughter-house is the English name for abattoir?"

The truth of the matter is that the dirty, stinking little private slaughter house in the average English town is an annoyance and a disgrace. It is also true that butch-

ers, as a rule, rather sell healthful American meat which is better and cheaper than British beef for the reason given above, viz.: "because it pleases his customers and shows a better trade balance at the end of the year."

The butcher who "pleases his customer" always "shows a better trade balance" even if he doesn't happen to have the good luck to sell prime American beef. If he is so fortunate, however, so much the better.

**Summer Food for Children**

Children should have meat only once a day in summer, milk and eggs being substituted. Any of the cereals with milk, or, if these are not liked, milk toast, or bread and milk, or plain toast with eggs, soft boiled, baked, stirred, scrambled, poached or in an omelet, make an excellent breakfast. Fresh fish is a welcome addition to the meal. Salt codfish warmed with milk and a little butter, or made into balls with potato is a very digestible dish. Well cooked fresh meat, one vegetable besides potatoes, a simple pudding or ice cream are enough for dinner. Soup may be added, and the fruit that is in season. With the latter use sugar, but no cream. Baked potatoes, sliced raw potatoes baked in milk, creamed rice or maccaroni may form the substantial dish at supper. Fruit may be given in moderation.—Elisabeth Robinson Scovil, in the Ladies' Home Journal for August.

**New Shops**

J. L. Smith & Brother have opened their new meat market on First street, Henderson, Ky.

Shay & Chamberlain opened their market Thursday of last week at Afton, N. Y.

Charles Knowles began serving the trade from his new meat market at Union, N. H., last week.

Adam Mills has just opened his new meat market at Sugar Grove, O. He is a stock dealer.

Tom Moore will open a meat market in the Hogan building, Hill City, Tenn.

Quinn Bros.' meat market opened last week at Salina, Kan.

The butcher shop now being built at South Rondout, N. Y., for John Lang, is about completed for its opening.

Emanuel and Delano Dresbach will open a meat market at Tarlton, O., on October 1.

**Business Changes**

Fred. Brown has succeeded to the meat market business of Mr. Fasker at Moultonville, N. H.

Reuben Myers, lately proprietor of the Letort Hotel at Carlisle, Pa., has bought Wm. Swigert's butcher shop at that place.

M. Doremus and Walter C. Scott, of Rockville, L. I., have bought the meat market of Lester Brothers.

Walter G. Coe has purchased the interests of the former proprietor of the I. L. Coe's Sons market and will run it alone. Mr. E. A. Coe is interested in oil lands.

John Neal and William Phoebe have bought the meat market of Jay Sackett, at Rankin, Ill.

A. C. Johnson, of Mt. Erie, Ill., has purchased the meat market of Francis Yohe at Albion.

**TESTING THE SUNDAY CLOSING LAW**

On Thursday Assemblyman William S. Bennet, acting for Marketman William Woodin, who was arrested for violating the Sunday closing law, obtained a writ of habeas corpus from Justice Glegerich. The case will be appealed to the Court of Appeals to test the constitutionality of the O'Connell Butcher Shop Closing Act.

## GREATER NEW YORK ITEMS

Butcher Stringland and a policeman had a gory time landing one ruffian, John Lawlor, in a fight to the finish scrap at about E. 104th street. The officer's name was Bellier, but he made the outlaw bellow.

President George Pfahl, Jr., of the Benchmen's Association of Retail Butchers, says that the Sunday closing law will be enforced to the letter.

Many who saw the big R in some butcher shop windows yesterday thought it meant RAGS. It was for "Oysters R in Season."

Pat Sweeney broke into the butcher shop at 286 Hudson street. He said when asked his reasons for this burglary: "I went there to get some cash."

Simon Lewald, the well-known butcher of Twenty-fifth street and Second avenue, opens a branch store on Saturday, September 7, at 514 Hudson street. Mr. Lewald's successful business career speaks favorably for his business ability, and under such capable management it is bound to be successful. Mr. Phil Brock will be the manager of the new store, and no better could be found, as Mr. Brock combines intelligence with his complete knowledge of the business in every branch. The National Provisioner extends its good wishes to both these popular gentlemen and feels that the new venture will prove a successful one.

The New York Board of Health reports the amount of meats seized during week ending Wednesday, August 14, 1901: Beef, 3,550 pounds; veal, 1,280 pounds; poultry, 3,660 pounds; hog, 225 pounds; assorted meats, 200 pounds; mutton, 730 pounds; total, 6,645 pounds.

### The A. Lester Heyer Premises to Let

There is but one Lester Heyer concern in the New York provision trade now. The A. Lester Heyer Co. at 629 Third avenue having gone out of existence the premises are to let by A. Lester Heyer at 318-320 East Thirty-ninth street. The location is a good one and the premises A1. The lease can be had cheap. Ask Mr. Heyer.

### Freezing Calves Livers

Conron Brothers, the well-known poultry and game merchants, freeze calves livers in small cans, four to five livers in each can. At certain times of the year calves livers are very scarce and dear. In the way the Conrons freeze and keep them they are carried over, and come in very handy to butchers who have a good trade and need them all the year around.

### A New Cause of Fire

About a \$50 fire happened in the factory of the Co-operative Sausage Co., at 158 Munroe street. The sausages hang together, but the shareholders are not so "mutual." A wag said that the fire was due to friction among the "Co-operators." This was his joke.

### The Joker Hustled

Leopold Block, the butcher, had a Larkin trick played on him Sunday over at Bloomfield, N. J. The New York butcher had a wagon load of meat and other stuff for a 100 plate dinner. While he was in the house Larkin drove the stuff away. The joker didn't see the fun of his joke when policemen gathered him in. May be he is still running. Policemen heaved night sticks and six shorter pellets at the piece fleeing innocence.

### "I Ketcham" Without "U Cheatham"

"I see Catch'im!" is the new yell around Huntington, L. I. The origin of this new town cry is in the fact that I. "C." Ketcham, the wealthy retired butcher, married Miss Sarah A. Robbins out there on Sunday. Mr. Ketcham is a well known Brooklyn butcher, 70 years old, while his bride is just twice sixteen. The groom's initials are not really "I. C. K." but a newspaper printed them that way just once and the local gamins got on to its tingle. He is the father of Henry Ketcham, the marketman at Lafayette avenue and Adelphi street. The couple is happy.

### The Disappearance of a Popular Old Timer

Mr. Eugene Louis, one of the old and well-known men of the trade, has not been seen in his old haunts recently. It is hard for so popular and genial a gentleman to drop out suddenly without many inquiries being set afoot, and the mystery of his disappearance was causing much comment, as général Gene, as he is so often called by his many friends, is too well liked to be easily forgotten. He conducted three of the largest stores in the city, one each on Seventh, Eighth and Ninth avenues. After a brilliant and successful business career in which hard and conscientious work predominated, he is now resting on his laurels at his cottage in Sea Isle City, a beautiful summer resort about 60 miles from Philadelphia.

Sea Isle City is a growing and a most beautiful village, with a winter population of 1,500.

Mr. Louis, in connection with his mother-in-law, Mrs. J. Picard (who has been a resident of Philadelphia for over forty years), has purchased an entire block with two handsome cottages on the property. Thus the mystery of his temporary disappearance is solved. Mr. Louis was discovered tinkering around his cottage enjoying the magnificent bathing and fine fishing and boating, in the company of his handsome young wife, who has justly earned the title of "The belle of Sea Isle City." The village maidens appear to be glad that the season is drawing to a close, as the men folk had many "goo-goo" eyes for this charming young matron, who in her bathing dress reminds one forcibly of a sea nymph or mermaid by her graceful swimming.

Mr. Louis returns to the city this week bronzed and hearty to attend to business.

### THE BIG JERSEY BARBECUE

Editor The National Provisioner:

The Hudson County Butchers' Association, composed of boss butchers of Hudson county, have completed arrangements for a barbecue to be held at Schuetzen Park, Union Hill, N. J., on September 30, noon and evening.

Cash prizes will be awarded to bowlers. Three (3) live pigs (lively and tender) have been purchased to be turned loose in the park, the persons catching them receiving them as prizes.

There will be special games for the ladies. One of the principal events of the day will be an exhibition in calf dressing by Mr. Fred Hevert, known as the lightning dresser. On this occasion Mr. Hevert will endeavor to establish a record in dressing calves, after which there will be a killing and dressing contest between New York city and Hudson County butchers.

An ox will be roasted on the grounds, after which it will be distributed in the park without charge. Dancing to commence at 7.30 P. M. C. FUTTERER,

Secretary.

1001 Bloomfield street, Hoboken.  
Hoboken, N. J., Sept. 3, 1901.

## LOCAL AND PERSONAL

A Montclair, N. J., young man clouded his young life by embezzling \$300 from his employers, M. E. & W. A. Flint, the provision merchants.

Fred. W. Schwartz, of 1007 Michigan avenue, Detroit, Mich., thinks the other fellow got the best of him in a trade, so he wants his provision store back.

Albert Suetterlein, the meat man at 7 Main street, Binghamton, N. Y., has filed his petition. "Old accounts" the cause of his business misfortunes.

The Benchmen Butchers of Jersey City are getting the machinery in order to prosecute all butchers who keep their markets open after 10 A. M. Sundays.

The National Provision Company, of Chicago, last week learned what it meant to defiled Chicago's dirtiness. It cost a fine of \$25 to find this out.

The steers intended for the "skinning contest" of the Detroit, Mich., butchers' festival day simply chewed their cuds in the parade wagon, oblivious to the fact that all of the hurrah and fuss was in their honor.

Hereafter the meat boxes at Hazleton, Pa., will close at 4 P. M. daily so the teamsters will not have to work extra hours and overtime each day.

### A Short Sermon to Business Men

The man who loves his ease more than his work will have ease from work when he needs work for bread. It is just as easy to love your work as it is to love any other material thing, and those who haven't tried it, don't know what they lose by drudging at their work and putting their affection on something over in the next block. Love lightens labor in more senses than one. Simple love of work betters labor. It betters material and social conditions. It lifts the man up physically, mentally, and financially. The young man who finds that his heart is not in his work had better sit down some Saturday night and try to locate his heart. Unless he does this very soon he is fixing for early and permanent failure in life.—Exchange.

Cable Address,  
"Rabbits, Liverpool."

A. B. C. Code,  
4th Edition.  
Reference, the Bank of Liverpool, Limited,

## ISAAC GRACE, Jr.

353, 356, 357, 358 St. John's Market

LIVERPOOL

POULTRY SALESMAN, ALSO COMMISSION AGENT  
FOR ALL KINDS OF POULTRY AND GAME

Having the largest connection with the principal buyers of Poultry throughout the United Kingdom, I am in a position to handle these goods to the best possible advantage, and to the greatest benefit of consignors.

CORRESPONDENCE INVITED

CONSIGNMENTS SOLICITED

Any information readily given as to packing weights and qualities most suitable for the English market.

## ST. LOUIS LIVE STOCK REVIEW

The receipts during the week ending Sept. 4 were as follows: 32,654 cattle, 43,811 hogs and 15,612 sheep, against 20,428 cattle, 28,732 hogs and 10,804 sheep received during the previous week.

**CATTLE.**—Native beef cattle supply light last week. Market was quiet. The run in quarantine division was nominal. The market was quiet and steady toward the close.

**HOGS.**—The hog supply last week was light, with medium grades 5c. to 10c. lower.

**SHEEP.**—There was a limited number of arrivals. The market was prompt, active and steady.

### Provision Market

The receipts during the week ending September 4 were: Hams, 141,700 lbs.; meats, 8,272,300 lbs.; lard, 800,000 lbs., and no pork.

No material change. Lard a shade easier, yet scarce. Green hams firmer. Pork steady. Boxed meats in demand.

**PORK.**—F. o b. standard in a jobbing way at \$15.75.

**LARD.**—Choice stearine on East Side closed nominally at 8.77½c.

**TALLOW.**—Country scarce and firm at 4½@5c. for current receipts to 5¼ for strictly prime. Packers' choice held at 6c.

**OLEO. STEARINE.**—Held at 10c.

**HIDES.**—Steady; offerings light.

## OMAHA LIVE STOCK REVIEW

U. S. Yards, So. Omaha, Sept. 4, 1901.

**CATTLE.**—There has been little change in the market this week. The demand for beef has been active, and last week's sharply higher prices have been well sustained for both cornfed and grass beeves. Choice 1,450 lbs. beeves sold up to \$6.00, and the fair to good 1,100 to 1,300 lbs. beeves are selling largely around \$5.10@\$5.50. Grass beeves rangers have been in tolerably active supply, but the market has ruled strong, good 1,150 to 1,300 lbs. beeves selling readily at \$4.30@\$4.60, with fair to good grades at \$3.85@\$4.75 and fleshy kinds, feeders, at \$3.50@\$3.80.

Cow stuff has ruled active and stronger under moderate offerings, and veal calves are selling about the same as a week ago, while bulls, stags, etc., are lower.

The stocker and feeder trade has been of comparatively small proportions. Last week only 175 loads were shipped out, as against 456 a year ago, and shipments for the month of August were 18,324 head, as against 41,540 a year ago. Dry weather and the partial failure of the corn crop have greatly reduced the demand at this time, while the receipts of range feeders

have been considerably smaller than last year. Most of the western range cattle that have thus far arrived have been beeves. The demand has improved this week for good heavy feeders to go into the feed lots at once, and there is an active request right along for light steers and heifers to carry over to next year. Cattle in between these grades are a drug on the market, and had to move at any price. Good feeding steers sell at \$3.40@\$4.00; fair to good kinds, \$3.10@\$3.30, and common grades at \$2.50@\$3.00.

**HOGS.**—The market continues strong and supplies are very moderate, with the quality hardly as good as a while back. A notable feature of the trade has been the improved demand for light and butcher weight hogs for the fresh meat trade, but the spread in prices is still wide between choice butchers and poor light weights. Hogs sold up to \$6.40 to-day, with sales largely at \$6.10@\$6.15, or about 10@15c. higher than a week ago.

**SHEEP.**—Although receipts have been liberal the demand has held up well and prices have ruled strong for muttons. The lamb market, however, has been slow and lower. There has been a better demand for stock sheep and lambs, the low prices being apparently very attractive. Good fat lambs sell up to \$4.80, yearling \$3.65, wethers \$3.50 and ewes \$3.00. Feeder sheep sell around \$2.70@\$3.10 and feeder lambs at \$3.00@\$3.50.

6.60 to 6.75; mixed and mediums 6.25 to 6.55; light, 6.10 to 6.55; pigs, 5.00 to 6.00.

Sheep receipts for the week were 21,000; last week, 20,000; same week last year, 14,500. Sheep held steady, but lambs declined 25 to 35 during the week. Range sheep are coming freely, largely from Utah, Idaho and Arizona. Muttons are in good demand at 3.15 to 3.50 for range wethers; 3.25 to 3.60 for natives; fat ewes, 2.75 to 3.15; lambs, 3.75 to 4.50; stockers and feeders, slow at 2.00 to 3.15.

Packers slaughtered as follows, for the week:

	Cattle.	Hogs.	Sheep.
Armour	11,600	14,200	6,000
Fowler	200	5,000	1,000
Schwarzschild	9,400	500	6,100
Swift	8,800	11,800	6,000
Cudahy	3,400	6,000	1,400
Ruddy	600	5,200	1,000
Omaha P. Co.	...	700	...
Small butchers	...	400	200

Hides continue strong.

### FAST BEEF TRAIN

A conference of a number of Burlington officials was held at the St. Joseph offices recently, the outcome of which was the installation of a fast freight train between St. Joseph and Chicago. The train will be used only for beef shipments to the east. The time from St. Joseph to Chicago will be fifteen hours, which is several hours better than the best time heretofore.

The fast train will be put on just as soon as the grading of the "Hannibal" line between Brookfield and Laclede is completed. The big heavy grade, which has been a menace to the interests of the railway company ever since the question of a fast freight line came up for discussion, will be cut down completely. A large force of men is now at work on rush orders to finish the work within the next few days.

### ATTEMPTED ROBBERY

Charles Wolff, a rich packer at Topeka, Kan., has been warned twice by letter to place \$2,000 in gold in a secluded place one mile north of Topeka, or suffer death. Wolff pretended to comply in both instances and had previously notified the police, who were in hiding at the spot, but no one came to get the sack supposed to contain the gold. Wolff's home is being guarded. The police are without a clew.

Subscribe for The National Provisioner.

# ANTINONNIN

Hygienic Protective,  
Deodorizer, Disinfectant,  
Parasiticide.

Prevents the growth and propagation of fungi, mildew, dry-rot, etc., and all destructive and deleterious fungi in buildings and human habitations.

Cellars and walls of Packing and Slaughterhouses, etc., are washed with watery solutions 1:100, by which means fungi are destroyed and the formation of mold is effectually prevented.

It keeps walls and vaults free from dampness, removes unwholesome odors from gutters, stables, closets, prevents wood-work from rotting or becoming moldy.

Antinonnin is POSITIVELY DEVOID OF ALL ODOR; it is NOT VOLATILE, like most anti-parasitic remedies; it is SOLUBLE IN WATER, and READILY PENETRATES wood.

It is generally employed in the form of a solution of one pound Antinonnin to from five to fifteen gallons of water or whitewash.

FOR LITERATURE and SAMPLES APPLY TO

EDWARD H. BUEHLER,  
134 Lake St., Chicago, Ill.

P. J. TORMEY,  
220 Sutter St., San Francisco, Cal.

FARBENFABRIKEN OF ELBERFELD CO.,  
SELLING AGENTS FOR THE U. S.

P. O. BOX 2660.

40 STONE ST., NEW YORK.

## CHICAGO MARKET REVIEW

WESTERN OFFICE OF  
THE NATIONAL PROVISIONER,  
ROOM 424 RIALTO BUILDING.

### Live Stock

#### Receipts.

	Cattle.	Calves.	Hogs.	Sheep.
Thursday, August 29.....	9,860	494	22,531	18,516
Friday, August 30.....	2,867	139	15,884	5,600
Saturday, August 31.....	489	5	12,331	2,296
Monday, September 2.....	29,188	587	22,168	26,136
Tuesday, September 3.....	8,079	1,221	21,212	25,439
Wednesday, September 4....	18,000	700	27,000	22,000

#### Shipments.

	Cattle.	Calves.	Hogs.	Sheep.
Thursday, August 29.....	4,983	66	6,077	5,15
Friday, August 30.....	2,335	312	4,128	2,1
Saturday, August 31.....	675	1	2,866	5
Monday, September 2.....	6,628	8	5,737	3,38
Tuesday, September 3.....	3,432	107	3,662	5,17
Wednesday, September 4....	5,000	100	7,500	3,00

#### Range of Cattle Values

Prime beefs, 1,000 to 1,600 lbs.	\$6 10 @ \$6 45
Good to choice b'vs, 1,200 to 1,600 lbs.	5 45 @ \$6 00
Fair to medium shipping ex. steers.	4 85 @ \$5 40
Plain to common beef steers.	4 35 @ \$4 20
Common to rough, 1,000 to 1,200 lbs.	3 40 @ \$4 10
Good to f'rey feeders 800 to 1,200 lbs.	3 40 @ \$4 10
Plain to fair light stockers.	2 00 @ \$3 30
Bulls, poor to fancy.	2 00 @ \$4 60
Good fat cows and heifers.	3 10 @ \$4 75
Good cutting and fair beef cows.	2 35 @ \$3 00
Common to good canning cows.	1 50 @ \$2 30
Veal calves, fair to fancy.	4 50 @ \$5 85
Stock calves, common to fancy.	3 00 @ \$4 25
Fed Western steers.	4 30 @ \$6 00
Fed Texas steers.	4 10 @ \$5 25
Texas cows, bulls and plain steers.	2 50 @ \$4 00

#### Range of Hog Values

Choice to ex. strong-wt. shipping.	\$8 65 @ \$6 90
Rough to good heavy packing.	5 90 @ \$6 30
Selected butcher weights.	6 50 @ \$6 80
Plain to choice heavy mixed.	6 10 @ \$6 50
Assorted light, 150 to 180 lbs.	6 25 @ \$6 65
Common to fancy light mixed.	5 90 @ \$6 55
Thin to choice 80 to 110 lb pigs.	3 65 @ \$6 00
Culls, steers and throwouts.	3 00 @ \$5 50

#### Range of Sheep Values

Export muttons, sheep and yearlings.	\$3 80 @ \$4 25
Good to choice native wethers.	3 60 @ \$3 90
Medium to choice mixed natives.	3 25 @ \$3 75
Good to prime western muttons.	3 75 @ \$4 00
Fair to choice fat ewes.	3 00 @ \$3 65
Plain ewes, coarse lots and feeders.	2 50 @ \$3 25
Culls, bucks and tail-end lots.	50 @ \$2 25
Plain to choice yearling feeders.	3 00 @ \$3 30
Poor to fancy clipped yearlings.	3 00 @ \$4 25
Spring lambs, poor to fair.	2 00 @ \$3 65
Spring lambs, good to fancy.	3 75 @ \$5 00

#### LIVE STOCK NOTES

Total receipts for August, 1901, will stand about as follows: 274,992 cattle, 609,289 hogs, 344,816 sheep, against 245,535 cattle, 577,578 hogs and 334,796 sheep for the corresponding month last year. Year thus far, 1,954,247 cattle, 5,245,450 hogs, and 2,420,777 sheep, against 1,738,230 cattle, 5,217,268 hogs and 2,300,352 sheep the corresponding time last year.

General Manager Skinner, of the International Livestock Exposition, estimates that over a quarter of a million people from outside the city will be in attendance at the exercises the first week in December.

Governor Yates has notified the Committee on Arrangements of his acceptance to preside at the opening exercises, and many American notables will be present. Representatives of several of the foreign countries will also be here, and a social recognition will be given to an exhibition similar to the ones always attended by royalty and aristocracy of England and other European countries.

Vice President Roosevelt has declined an invitation to be present because of his official duties at the time presiding over

the Senate. He will, however, contribute a paper to be read at the opening exercises.

Provision stocks show less lard and pork than expected, and somewhat more ribs. The latter, 21,380,000 lbs., increased for the month, 2,202,000 lbs. The lard, 47,495 tcs., decreased for the month 3,671 tcs., and the pork, 52,250 bbls., decreased 9,569 bbls. for the month.

#### General Live Stock Situation

(Special Letter to The National Provisioner from the Mallory Commission Co.)

**HOGS.**—The advance in the hog market to a seven cent basis for the best grades does not seem to detract from the demand, but, on the contrary, the consumptive demand on both export and domestic accounts continues strong. Taking all packing house product together, there is a fairly liberal supply on hand, but when the enormous receipts of the past eighteen months are taken into consideration the supply on hand is not very large, especially of lard and pork. The shipping demand for hogs is strong, as the supply at Eastern markets seems light and eastern shippers are drawing on far western markets, as well as Chicago, for the best hogs. The packers have been obliged to follow the market even at a considerable loss, as far as speculative prices are concerned, but we believe the cash stuff is selling on a satisfactory basis. We look for comparatively moderate receipts during September, and see no reason why we should not have a strong market, although we do not advise any one to discount the future to any great extent on this basis. The bulk of the good to choice hogs are selling from 6.60 to 6.90, while the packing grades are selling at 6.30 to 6.60. The quality of the hogs this week is about the same as last, comparatively few pigs among the arrivals, and hogs unusually healthy for this season of the year.

**CATTLE.**—Notwithstanding continued heavy receipts of cattle, the demand is good, and prices for the good to choice fat cattle, both range and corn-fed, are the highest of the season. The quality of the offerings is only fair, strictly choice cattle being scarcer than at any other time. We look for liberal receipts, as far as numbers are concerned, but only fair supplies of fat cattle during the next six or twelve months. We consider the outlook favorable for still higher prices later on. Stock and feeding cattle are slow sale at about the lowest prices of the season, with only fair prospects for the near future. We look for liberal receipts of good to choice range cattle during the next sixty days, but think there will not be many feeding cattle from the northwestern ranges.

**SHEEP.**—Receipts of sheep and lambs were large, as might be expected after the sharp advance last week, a large percentage of the offerings being range lambs. The market ruled weak, and prices declined from 30 to 40 cents compared with the best time last week. Good to choice fat range lambs are selling from 4.50 to 4.90, with the fair to good kinds 4.25 to 4.50; native lambs selling from 3.50 to 4.75, according to weight, quality and condition. We look for continued liberal receipts of range stock for the next sixty days, but believe there will not be as large a percentage of choice lambs during the balance of the season. Good to choice fat sheep are selling at 3.50 to 3.85, exporters

still taking a fair number of the best grades. We still maintain that mutton is the cheapest meat in existence, and also believe that consumers will take more kindly to it, and believe the outlook favors at least average prices.

#### Provision Letters

(Special Letter to The National Provisioner from A. C. Lazerus & Co.)

Chicago, September 4.

The hog market has been very strong this week, the best hogs selling at 6.85, with packers liberal buyers. Green and S. P. Meats have not advanced with the hogs, and prices look low. Exporters report a good demand the last day or two, and if it keeps up both Green and S. P. Meats should do better.

We quote to-day's market as follows:

**GREEN HAMS.** 10 to 12 lbs. average, nominally 9 3-4c; 12 to 14 average, nominally 9 1-2c; 14 to 16 average, nominally 9 1-4c; 18 to 20 average, nominally, 9 1-8c.

**GREEN CLEAR BELLIES.** 8 to 10 lbs. average, nominally, 10c.; 9 to 11 lbs. average, nominally, 9 3-4c.; 10 to 12 lbs. average, nominally, 9 1-2 to 9 5-8c.

**GREEN PICNICS.** 5 to 6 lbs. average, nominally 7 1-8c.; 6 to 8 lbs. average, nominally, 7 1-8c.; 8 to 10 lbs. average, nominally, 7 1-8c.

**GREEN NEW YORK SHOULDER.** 10 to 12 lbs. average, nominally, 7 1-8c.; 12 to 14 lbs. average, nominally 7 1-8c.

**GREEN SKINNED HAMS.** 18 to 20 lbs. average, nominally, 10 1-8c.

(Special Letter to The National Provisioner from John Tredwell & Co.)

Chicago, September 4.

We quote to-day's markets on cash meats f. o. b. Chicago, as follows:

**Dry Salt Regular Ribs.** 50 pounds average, 8.45; 55 average, 8.42 1-2; 60 average, 8.40; 70 average, 8.35; 80 average, 8.30 **Rough Ribs.** 45 average, 8.37 1-2; 50 average, 8.35; 60 average, 8.30; 70 average, 8.25. **Extra Short Ribs.** 35 to 40 lbs. average, 8.45. **Extra Short Clears.** 8.65. **Rib Bellies.** 18 to 20 lbs. average, 9.00; 22 to 25 average, 8.87 1-2; **Clear Bellies.** 12 to 14 average, 9.32 1-2; 14 to 16 average, 9.20; 18 to 20 average, 9.12 1-2; 22 to 25 average, 9.10. **Fat Backs.** 10 to 12 average,

ESTABLISHED 1866  
Market Reports Furnished Telephone "Yards" 995

**BROWN, ST. JOHN CO.**  
**LIVE STOCK COMMISSION**  
Rooms 57 and 59 Exchange Building  
Union Stock Yards, CHICAGO

All kinds of live stock bought and sold on commission

#### FOR SALE OR LEASE.

The property of the Mound City Packing & Cold Storage Co., at St. Louis, Mo. Fully equipped with all necessary appliances and machinery ready for business.

For particulars, write to

**LORENZO E. ANDERSON,**

Care of Mercantile Trust Company,  
ST. LOUIS, MO.

7.60; 12 to 14 average, 7.70. Regular Plates, 8 to 10 lbs. average, 7.70. Butts, 6.57 1-2 All loose.

Mess Pork, new, original, 14.40; repacked, 200 lbs. to the barrel, 14.15. Pure lard, tierce basis, 9.12 1-2. Compound, 6.55.

#### Fertilizer Situation

(Special Letter to The National Provisioner from L. A. Howard & Co.)

Chicago, September 4.

The market in ammoniates has been dull the past week, though some good sales have been reported. The outlook is now for higher prices, which we believe will take place before the middle of the month. We quote the market as follows:

Ground, 16 to 17 per cent. blood, at \$2.00 per unit.

Ground, 10 to 15 per cent. tankage, at \$1.90 and 10.

Ground, 6 to 30 per cent. tankage, \$15 per ton.

Ground, 16 per cent. concentrated tankage, \$1.85 per unit.

Hoof Meal, 17 to 18 per cent., at \$2.00 per unit.

Ground Steamed Bone, 34 to 50-60 per cent., at \$15.50 per ton.

#### HORNS HOOFs AND BONES

Horns No. 1, 65 to 70 lbs. average, ton	\$260.00
Horns, No. 2, 40 lbs. average, ton...	185.00
Long thigh bones, 90-95 lbs. average, ton	90.00
Hoofs, per ton, black	23.50
Hoofs, per ton, striped	25.00
Hoofs, per ton, white	40.00
Round shin bones, 38 to 40 lbs. average, ton	40.00
Round shin bones, 50-52 lbs. average, ton	60.00
Flat shin bones, per ton, 40 lbs. average	42.00

#### By-Product Sundries

(Special Letter to The National Provisioner from Joseph Lister)

Butcher bones from 50c. to 60c per cwt. Mixed bones, Tallow, kidney suet, separate, \$1.00@\$1.25 per cwt.

Mixed bones, tallow, kidney suet included, \$1.25@\$1.50 per cwt.

Shop trimming tallow, \$2.25@\$3.00 per cwt.

Cod and flank tallow, \$2.75@\$3.25 per cwt.

Kidney suet, \$4.00 to \$4.25 per cwt.

No. 1 green city calf, 8 to 15 lbs., 10c. per lb.

No. 2 green city calf, 8 to 15 lbs., 8½c per lb.

No. 1 kip, 15 to 25 lbs., 7½c per lb.

No. 2 kip, 15 to 25 lbs., 6c per lb.

Deacons, 8 lbs. and under, 50c to 60c each.

#### GENERAL MERCHANDISE MARKET

The stocks of product have not increased and hogs are at the top price for the season. Packers declare the cash demand for product is the largest ever known. Stocks of meats at Liverpool on the first of the month were much smaller than on the corresponding date last year. Shipments of both meats and lard continue large. There is a growing talk of "things doing" in nearby deliveries of both lard and ribs.

# THE MARKETS

#### CHICAGO

#### Chicago Provision Market and Range of Prices

SATURDAY, AUG. 31.

No session of the Board of Trade and no curb.

MONDAY, SEPT. 2.

No session of the Board of Trade and no curb.

TUESDAY, SEPT. 3.

Open. High. Low. Close.

PORK—(Per Barrel)—

September	14.45	14.45	14.30	14.30
October	14.55	14.55	14.47½	14.47½
January	15.00	15.00	15.32½	15.55

LARD (Per 100 lbs.)—

September	8.95	8.97½	8.92½	8.97½
October	9.00	9.02½	8.97½	9.00
January	8.85	8.85	8.82½	8.85

RIBS (Boxed 25c. more than loose)—

September	8.40	8.40	8.37½	8.40
October	8.50	8.50	8.47½	8.50
January	8.00	8.00	7.95	7.97½

WEDNESDAY, SEPT. 4.

PORK—(Per Barrel)—

September	14.30	14.35	14.30	14.35
October	14.45	14.50	14.45	14.47½
January	15.57½	15.57½	15.50	15.55

LARD (Per 100 lbs.)—

September	9.02½	9.10	9.00	9.10
October	9.05	9.10	9.02½	9.10
January	8.97½	8.92½	8.87½	8.92½

RIBS (Boxed 25c. more than loose)—

September	8.37½	8.37½	8.37½	8.37½
October	8.45	8.47½	8.42½	8.45
January	8.00	8.00	7.95	8.00

THURSDAY, SEPT. 5.

PORK—(Per Barrel)—

October	14.52½	14.62½	14.52½	14.62½
January	15.60	15.70	15.60	15.67½

LARD (Per 100 lbs.)—

October	9.12½	9.30	9.12½	9.30
January	8.95	9.05	8.95	9.05

RIBS (Boxed 25c. more than loose)—

October	8.47½	8.55	8.47½	8.55
January	8.02½	8.07½	8.02½	8.07½

FRIDAY, SEPT. 6.

Lard.

Oct.	9.37½	9.37½	9.30	9.35
Jan.	9.10	9.12½	9.07½	9.12½

Ribs.

Oct.	8.60	8.62½	8.57½	8.62½
Jan.	8.10	8.12½	8.07½	8.10

Pork.

Oct.	14.70	14.70	14.60	14.62½
Jan.	14.75	15.77½	15.67½	15.70

#### COOPERAGE

Steady at 82½c. to 90c for pork barrels and \$1 to \$1.02½ for lard tierces.

#### WHOLESALE GROCERY MARKET

The excitement that was prevalent in the market for canned goods during the drought of several weeks ago has entirely subsided, and values of most of the staple articles are steadily setting back toward where they were before the trouble commenced. The other departments of the trade and business current is fully seasonable, and the general markets are steady to firm. Exceptions are in tea and coffee, in which there is little business at the moment. Collections are reported as fairly good both in the city and country.

#### Sausage Materials

J. R. H., LIVERPOOL, ENG.—There are several materials which can be used as fillers in sausages. As the sausage season is now coming on we believe that it would certainly pay you to purchase our book on the Manufacture of Sausages, where all the questions you ask are freely answered. The book contains over 100 sausage recipes.

#### CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case.....	Per doz. \$1.25
2 lb., 1 or 2 doz. to case.....	2.50
4 lb., 1 or 2 doz. to case.....	4.00
6 lb., 1 doz. to case.....	7.50
14 lb., ½ doz. to case.....	17.50

#### BEST TABLE SOUPS

Ox tail, 2 lb., 1 or 2 doz.....	Per doz. \$1.85
Ox tail, 6 lb., 1 doz.....	5.25
Kidney, 2 lb., 1 or 2 doz.....	2.15
Mock turtle, 2 lb., 1 or 2 doz.....	1.85
Mulligatawny, 2 lb., 1 or 2 doz.....	1.85
Chicken, 2 lb., 1 or 2 doz.....	1.85
Beef soup, 2 lb., 1 or 2 doz.....	1.85
Soup Bouillie, 2 lb., 1 doz.....	4.75
Julienne, 2 lb., 1 or 2 doz.....	1.85

#### EXTRACT OF BEEF.

Solid	
1 oz. jars, one dozen in box.....	Per doz. \$2.25
2 oz. jars, one dozen in box.....	3.55
4 oz. jars, one dozen in box.....	6.50
8 oz. jars, half-dozen in box.....	11.00
6 oz. jars, half-dozen in box.....	22.00
Two, 5 and 10 lb. tins.....	\$1.75 per lb.

#### BARREL BEEF.

Superior	Clarified
2 oz. bottles, 1 doz. in box.....	\$3.00
4 oz. bottles, 1 doz. in box.....	6.50
8 oz. bottles, 1 doz. in box.....	12.75
16 oz. bottles, 16 doz. in box.....	23.50
Two, 5 and 10 lb. tins per lb.....	.90

#### DRIED BEEF PACKED.

Ham sets.....	13.45
Insides.....	14.45
Outsides.....	13
Knuckles.....	15
Reg. clods.....	11.45

#### SMOKED MEATS, PACKED.

A. C. hams.....	12-14 av. a 12
Skinned hams.....	16-18 av. a 13.45

#### PACKERS' SUNDRIES

California butts.....	7 a 7½
Hocks.....	3½ a 3
Dry salt spare ribs.....	2½ a 2
Pork Tenderloins.....	13
Pork loins.....	9½ a 10
Spare ribs.....	5½ a 5½
Trimmings.....	5½ a 5½
Boston butts.....	7 a 7½
Cheek meat.....	4
Leaf lard.....	8½ a 9½
Skinned shoulders.....	7½ a 8

#### BUTTERINE

F. o. b. Chicago, packed in tubs, 25 lbs. and over.....	94
Special.....	11
Extra.....	12
Fancy creamery.....	13
Extra fancy creamery.....	14
For all packages less than 25 lbs., ¼c. per lb. additional.	

#### CURING MATERIALS

Refined salt peter.....	4½ a 5
<tbl\_info

## NEW YORK CITY

## LIVE CATTLE

## WEEKLY RECEIPTS TO SEPTEMBER 2.

	Beeses. Cows. Calves. Sheep.	Hogs.
Jersey City	2,090 1,287 40,200 5,959	
Sixtieth St.	4,236 158 6,806 5,012	127
Fortieth St.		10,320
West Shore Railroad	2,237 62	636
Lehigh Valley	2,000	3,094
B. & O. Railroad	322	1,361
Scattering		56 61
Totals	11,487 230 1,651 48,100 19,600	
Totals last week	12,862 179 7,301 47,366 20,803	

## WEEKLY EXPORTS TO SEPTEMBER 2.

	Live cattle. sheep.	Qrs. of beef.
Nelson Morris, Ss. Cymric		3,100
Nelson Morris, Ss. Teutonic		1,400
Nelson Morris, Ss. Etruria		2,000
Nelson Morris, Ss. Philadelphian		328
Swift & Co., Ss. Teutonic		1,076
Swift & Co., Ss. Philadelphian		72
Swift & Co., Ss. Mesaba		1,950
J. Shamborg & Son, Ss. Cymric		374
J. Shamborg & Son, Ss. Mesaba		220
J. Shamborg & Son, Ss. Cearens		30
Schwarzchild & Ss. Cymric		375
Schwarzchild & Ss. Mesaba		220
Schwarzchild & Ss. St. Paul		1,500
W. A. Sherman, Ss. Martello		200
G. H. Hammond & Co., Ss. Philadelphian		1,960
W. W. Brauer, Ss. Philadelphian		200
E. A. Blackshire, Ss. Kansas City		153

Total exports	2,172	16,836
Total exports last week	4,015	15,665 19,678
Boston exports this week	2,574	8,958
Baltimore exports this week	330	
Philadelphia exports this week	972	900
Montreal exports this week	3,220	827
Portland exports this week	227	1,038
Newport News exports this week	638	
To London	2,975	491 5,624
To Liverpool	5,560	1,038 19,570
To Glasgow	690	
To Bristol	453	
To Hull	200	
To Manchester	630	230
To Cardiff	364	151
To Southampton		1,500
Totals to all ports	10,884	1,910 26,694
Totals to all ports last week	10,313	3,044 24,422

## QUOTATIONS FOR BEEVES.

Good to choice native steers	\$3 50 @ \$6 00
Medium to fair native steers	5 00 @ 5 15
Common and ordinary native steers	4 50 @ 4 90
Oxen and stags	2 50 @ 5 00
Bulls and dry cows	1 75 @ 4 25
Good to choice native steers one year ago	5 60 @ 6 00

## LIVE CALVES

Live veal calves, a few selected	100 lb @ 8 25
Live veal calves, prime, lb	@ 8 00
Calves, mixed	7.00 @ 7.50

## LIVE HOGS

Hogs, heavy weights (per 100 lbs.)	7.00 @ 7.10
Hogs, medium	7.00 @ 7.10
Hogs, light to medium	7.00 @ 7.10
Pigs	7.10 @ 7.15
Roughs	5.00 @ 6.10

## LIVE SHEEP AND LAMBS

Spring lamb, best	6.50 @
Spring lamb, medium to good	5.00 @ 6.00
Spring lamb, common	4.00 @
Spring lamb, culs.	3.00 @ 3.25
Export sheep	4.25 @
Bucks	2.50 @ 3.00
Medium sheep	3.25 @ 3.75

## LIVE POULTRY

Spring chickens, per lb.	@ 11
Pullets, per lb	@ 10 1/2
Roosters, old, per lb	10 1/2
Turkeys, per lb	10
Ducks, Western, per pair	45 @ 60
Geese, Western, per pair	1.00 @ 1.25
Pigeons, mixed, per pair	@ 20

## DRESSED BEEF

Choice native, heavy	8 1/2 @ 8 1/2
Choice native, light	8 @ 8 1/2
Common to fair, native	7 1/2 @ 7 1/2
Choice Western, heavy	7 @ 7 1/2
Choice Western, light	6 1/2 @ 7
Common to fair, Texan	7 @ 7 1/2
Good to choice heifers	6 @ 6 1/2
Common to fair heifers	6 @ 6 1/2
Choice cows	6 @ 6 1/2
Common to fair cows	5 @ 5 1/2
Good to choice oxen and stags	6 @ 6 1/2
Common to fair oxen and stags	6 @ 6 1/2
Fleshy Bologna bulls	5 @ 5 1/2

## DRESSED CALVES

Veals, city dressed, prime	11 @ 12 1/2
Veals, good to choice	11 @ 12
Calves, country dressed, prime	10 @ 10 1/2
Calves, country dressed, fair to good	9 @ 9 1/2
Calves, dressed, common to medium	7 @ 8 1/2
Calves, dressed, buttermilks	6 1/2 @ 7 1/2
Calves, dressed, grass rs.	5 @ 6 1/2

## DRESSED HOGS

Pigs	9 1/2 @ 9 1/2
Hogs, heavy	8 1/2 @ 8 1/2
Hogs, 180 lbs.	8 1/2 @ 8 1/2
Hogs, 160 lbs.	9 @ 9
Hogs, 140 lbs.	9 @ 9 1/2

## DRESSED SHEEP AND LAMBS

Spring lambs, choice	11 1/2 @
Spring lambs, good to medium	10 @ 10 1/2
Spring lambs, common	8 @ 8
Spring lambs, culs.	7 @ 7
Sheep, good	7 @ 7 1/2
Sheep, medium	8 1/2 @ 8 1/2

## DRESSED POULTRY

Sp. chicks, Phila., 4 lbs. and over to pair, per	18 @ 20
Sp. chicks, Phila., mixed sizes per lb.	15 @ 17
Spring chicks, Penn., prime	14 @ 16
Spring chicks, western, fair to good	10 @ 13
Spring chicks, western, dry-picked, choice	12 @ 13
Spring chicks, western, scalped, choice	11 1/2 @ 12
Sp. chicks, dry picked, or scalped p'r to fr.	10 @ 11
Fowls, w'n dry picked, average best	11 @ 12
Fowls, w'n scalped, average best	11 @ 12
Fowls, South-western, dry picked	11 @ 12
Old flocks, per lb.	6 1/2 @ 7
Ducks, spring, L. I. & Boston, lb.	13 @ 13 1/2
Ducks, spring, Pa. & Jersey per lb.	12 1/2 @ 13
Ducks, spring, western, per lb.	7 @ 9
Geese, spring, eastern, white, per lb.	11 @ 12
Squabs, choice, large, white, per doz.	2.25 @ 2.50
Squabs, dark, per dozen	1.25 @ 1.50
Squabs, mixed per doz.	1.00 @ 2.00

## PROVISIONS

(Jobbing Trade)	
Smoked hams, 10 lbs. average	12 @ 13
Smoked hams, 12 to 14 lbs. average	12 @ 13
Smoked hams, Heavy	12 @ 13
California hams, smoked, light	9 1/2 @ 9 1/2
California hams, smoked, heavy	9 @ 9 1/2
Smoked bacon, boneless	13 @ 13 1/2
Smoked bacon (rib in)	12 1/2 @ 13
Dried beef sets	16 @ 16
Smoked beef tongues, per lb.	16 @ 17
Pickled bellies, light	11 @ 11 1/2
Pickled bellies, heavy	10 @ 10 1/2
Fresh pork loins, Western	12 @ 13
Fresh pork loins, city	13 @ 14

## FISH

Cod, heads off, steak	6 @ 7
Cod, heads on, market	2 1/2 @ 3
Halibut, white	12 1/2 @ 13
Halibut, gray	12 1/2 @ 14
Bluefish, live	8 @ 9
Eels, skin on	4 @ 5
Eels, skinned	4 @ 10
Lobsters, large	16 @ 17
Mackerel, Spanish, small	10 @ 12 1/2
Mackerel, Spanish, large	15 @ 20
Haddock	3 @ 4
Flounders	3 1/2 @ 4
Striped bass, large	20 @ 25
Striped bass, medium	12 1/2 @ 16
Pan bass	10 @ 12
Native sea bass	10 @ 12 1/2
Western salmon, steel head	18 @ 20
Porgies	4 @ 5
Flukes	3 1/2 @ 4
Soft crabs, large	.50 @ .60
Butterfish	4 @ 6
Bonito	4 @ 5
Weakfish	4 @ 5

## BUTTER

Creamery extras, per lb.	@ 20
Creamery, firsts	18 @ 19 1/2
Creamery, seconds	16 1/2 @ 17 1/2
Creamery, thirds	15 @ 16
State dairy, tubs, fancy	18 @ 18 1/2
State dairy, tubs, firsts	17 @ 17 1/2
State dairy, tubs, seconds	16 @ 16 1/2
State dairy, tubs, thirds	14 @ 15
Western imitation cream, fancy	16 1/2 @ 17
Western imitation cream, firsts	15 @ 16
Western imitation cream, low grades	14 @ 14 1/2
Western factory, June, fair to choice	14 @ 15
Western factory, June packed finest	14 @ 15
Western factory, current packed finest	13 1/2 @ 14
Western factory, fair to good	13 1/2 @ 14
Western factory, lower grades	12 1/2 @ 13 1/2
Renovated butter, fancy	17 @ 17 1/2
Renovated butter, common to choice	14 @ 16 1/2

## CHEESE

State, full cream, small colored, fancy	@ 9 1/2
State, full cream, small col'd choice	9 1/2 @ 9 1/2
State, full cream, small, white fancy	9 @ 9 1/2
State, f. c., small, white, choice	9 @ 9 1/2
State, full cream, small, good to prime	8 1/2 @ 8 1/2
State, full cream, small, fair to fair	7 @ 8
State, full cream, large, colored, fancy	8 1/2 @ 9
State, full cream, large, white, fancy	8 1/2 @ 9
State, full cream, large, white, choice	8 @ 8 1/2
State, full cream, large, good to prime	8 1/2 @ 8 1/2
State, full cream, large, common to fair	7 @ 8
State, light skins, small, choice	7 1/2 @ 7 1/2
State, light skins, large, choice	7 1/2 @ 7 1/2
State, part skins, prime	6 1/2 @ 6 1/2
State, part skins, fair to good	5 1/2 @ 5 1/2
State, part skins, common	5 @ 4

## EGGS

## QUOTATIONS LOSS OFF.

State and Penna fresh gathered average best

@ 19

18 1/2

## QUOTATIONS AT MARK.

State &amp; Penna, prime to fancy

18 1/2 @ 19

Refrigerator, April packed, g'd to ch.

17 1/2 @ 17 1/2

Refrigerator, later packings, prime to ch.

15 @ 16

Western, fresh gathered, northerly sections

candled sections fancy

17 @ 18

W.N.W.N. sections, graded, uncandled

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	75
Sheep, imp., wide, per keg, 50 bundles	37.50
Sheep, imp., medium, per bundle	60
Sheep, imp., per bundle, narrow	44
Sheep, imp., Russian Rings	12 @ 20
Hog, American, in tea or bbls., per lb. F.O.S.	38
Hog, American, 1/2 bbls., per lb.	40
Hog, American, kegs, per lb.	40
Beef, rounds, per set, f. o. b. N. Y.	17
Beef, rounds, per set, f. o. b. Chicago	16
Beef, rounds, per lb.	2 1/2 @ 3 1/2
Beef, bungs, piece, f. o. b. N. Y.	12 1/2
Beef, bungs, per lb.	8
Beef, middles, per set, f. o. b. Chicago	57
Beef, middles, per set f. o. b. N. Y.	59
Beef, middles, per lb.	9 @ 12
Beef weasands, per 1,000, No. 1's	6 @ 6 1/2
Beef weasands, per 1,000, No. 2's	8 @ 4 1/2

## SPICES

	Whole.	Ground.
Pepper, Sing., black	13 1/4	14 1/2
Pepper, Sing., white	20 1/2	21 1/2
Pepper, Penang, white	18 1/4	19
Pepper, red, Zanzibar	14	18
Pepper, shot	15	
Allspice	7	10
Coriander	4	6
Mace	42	45

## SALT PPETRE

Crude	3 1/2 @ 3 1/2
Refined—Granulated	4 1/2 @ 4 1/2
Crystals	4 1/2 @ 5
Powdered	4 1/2 @ 5

## THE GLUE MARKET

A extra	14
I extra	14
I	13
IX moulding	12
IX	11 1/2
I 1/2	10
I 1/2	9
I 1/2	21
I 1/2	17
I 1/2	16
I 1/2	15

## THE FERTILIZER MARKET

## BASIS NEW YORK DELIVERY.

Bone meal, steamed, per ton	\$18.50 a 19.00
Bone meal, raw, per ton	22.00 a 22.50
Nitrate of soda, spot	1.92 1/2 a 1.95
Bone black, spent, per ton	13.50 a 18.75
Dried blood, New York, 12-13 per cent. ammonia	2.20 a 2.25
Dried blood, West, high grade, fine ground	2.20 a 2.27 1/2
Tankage, 9 and 20 p. c. f. o. b. Chicago	19.00 a 19.50
Tankage, 8 and 20 p. c. f. o. b. Chicago	15.00 a 16.50
Tankage, 7 and 30 p. c. f. o. b. Chicago	14.50 a 15.00
Tankage, 6 and 25 p. c. f. o. b. Chicago	14.00 a 15.00
Garbage Tankage, f. o. b. New York	7.00 a 7.50
Fish scrap, dried, 11 p. c. ammonia, per ton	24.00 a 25.00
Wet, acidulated, 6 p. c. ammonia, per ton	13.00 a 13.50
Asotine, per unit, del. N. York	2.35 a 2.40
Sulphate ammonia gas, for shipment, per 100 lbs.	2.70 a 2.75
Sulphate ammonia gas, per 100 lbs., spot	2.70 a 2.75
Sulphate ammonia bone, per 100 lbs.	2.67 1/2 a 2.70
South Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	6.50 a 7.75
South Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,400 lbs.	3.00 a 4.00
The same, dried	4.25 a 4.50

## POTASHES, ACCORDING TO QUANTITY.

Kainit, shipment, per 2,240 lbs.	8.95 a 9.50
Kainit, ex-store, in bulk	9.00 a 10.65
Kieserit, future shipments	7.00 a 7.25
Muriate potash, 80 p. c., future shipment	1.88 a 1.90
Muriate potash, 80 per cent., ex-store	1.88 a 1.95
Double manure salt, 48 a 40 per cent., less than 2% per cent. chloride, to arrive, per lb. (basis 48 per cent.)	1.06 a 1.12
Sulphate potash, to arrive (basis 90 per cent.)	2.05 1/2 a 2.10 1/2
Sylvinit, 24 a 36 per cent. per unit, B. P.	39 a 40

## LARDS

Pure r'fd for Europe	9.75
Pure r'fd for So. Amer.	10.25
Pure r'fd for Brazil, kegs	11.35
Compounds, domestic	7.37
Prime City	8.85 @ 9.00

## HOG MARKET IN LEADING CITIES.

HOG MARKETS IN LEADING CITIES—	
CHICAGO.—Strong, 5@10 higher; 6.00 @7.00.	

## THE NATIONAL PROVISIONER.

ST. LOUIS.—Strong, 6.50@7.00.

OMAHA.—Firm, 6.30@6.45

CLEVELAND.—Strong, 6.80@7.00.

EAST BUFFALO.—25 cars on sale; strong, 6.70@7.05.

INDIANAPOLIS.—Steady, 6.50@7.10.

## OCEAN FREIGHT

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Canned meats	5/	12/6	16
Oil cake	5/	6/	13
Bacon	5/	12/6	16
Lard, tierces	5/	12/6	16
Cheese	15/	30/	2 M
Butter	20/	30/	2 M
Tallow	5/	12/6	16
Beef, per tierce	1/	2/6	16
Pork, per bbl.	9d	1/6	16

## BALTIMORE FERTILIZER MARKET

(Special Letter to the National Provisioner from T. H. White &amp; Co.)

Ammonites during August were dull, buyers showing no interest at producers' prices.

Notwithstanding the fact that western producers wisely refrained from pushing the sale of their products, prices at the close of the month show a decline throughout the list.

The fish catch continues large and is freely offered on basis of \$2.15@\$2.20 and 10, Baltimore and Norfolk.

We quote: Crushed tankage, 10 1/2 and 15 per cent., \$20.50@\$21.00 per ton, f. o. b. Chicago; do, 10 and 10 per cent., \$19.00@\$19.50 per ton, f. o. b. Chicago; concentrated tankage, \$1.85@\$1.90 per unit, f. o. b. Chicago; ground blood, \$1.95@\$1.97 1/2 per unit, f. o. b. Chicago; hoof meal, \$1.85@\$1.90 per unit, f. o. b. Chicago; crushed tankage, 9 and 20 per cent., \$2.20 and 10@\$2.30 and 10 per unit, c. i. f. Baltimore.

Foreign sulphate of ammonia, prompt shipment, \$2.70@\$2.72 1/2, c. i. f. Baltimore and New York; futures from September to January, \$2.80 to \$2.82 1/2. Domestic, \$2.75 f. o. b. Everett.

Very truly yours,  
THOS. H. WHITE & CO.

## OLEO AND NEUTRAL LARD

All the provision markets continue strong, lard is advancing, oleo oil is strong and now at the highest price at which it has been for some years past.

Neutral lard is practically unobtainable for shipment this month, and prices naturally very high.

The Government cotton crop report, published this week, reduces the percentage by 7 per cent. from last month's estimate, and makes the cotton crop late.

## LIVERPOOL MARKETS

Liverpool, Sept. 6—Closing.—Beef—Extra India mess firm, 70s. Pork—Prime mess Western firm, 72s. 6d. Lard—American refined firm, 46s. 9d.; prime Western firm, 46s. Hams—Short cut, 14 to 16 lbs., steady, 52s. Bacons—Firm; Cumberland cut, 26 to 30 lbs., firm, 49s. 6d.; short ribs, 16 to 24 lbs., firm, 47s. 6d.; long clear middles light, 28 to 34 lbs., firm, 48s.; long clear middles heavy, 35 to 40 lbs., firm, 47s. 6d.; short clear backs, 16 to 20 lbs., firm, 45s. 3d.; clear bellies, 14 to 16 lbs., firm, 56s. 9d. Shoulders—Square, 11 to 13 lbs., steady, 37s. 6d. Cheese—American finest white quiet, 45s.; do. colored quiet, 46s. Tallow—Prime city firm, 25s. 9d.; Australian in London firm, 28s. Cottonseed oil—Hull refined—Spot steady, 28s. 9d. Turpentine—Spirits quiet, 27s. Rosin—Common steady,

4s. 3d. Linseed oil—Quiet, 32s. Butter—United States finest steady, 93s.; do. good steady, 77s. Petroleum—Steady, 6 1/2 d.

## HIGH HOGS IN DENVER

Advises from Denver, Col., says pork has joined the ranks of drought affected products and the price of hogs is advancing rapidly. Choice hogs were in demand at \$6.45 a hundredweight, the highest price recorded here since 1893, when there was a slight flurry. These hogs were sold by the Sigel-Campion Live Stock Company for Votow Brothers of Maywood, Neb., and A. P. Davenport, of Wray, Col. They brought 5 cents above the top price of the Omaha market, which usually controls prices here. Denver consumers want good hogs and are paying Chicago prices to get them. Packers complain that it is almost impossible just now to get the supply of hogs needed in Denver because of the scarcity due to the drought in the corn states. Hogs in carload lots are bringing between \$1,000 and \$1,200 on this market. The Denver market is making a record among the hog raisers of Western Kansas and Nebraska. Dressed pork has been advancing slowly and all hog products will soon be affected by the advance. Lard and hams are already advanced and will go still higher in a few days. Lard is now selling at 10 and 12 cents a pound wholesale, while normally 8 cents is the price.

## LOUISIANA RAILROAD RATES

The Louisiana Railroad Commission, at a meeting to be held in New Orleans this month, will discuss the question of rates on stock in less than carload lots. The commission will submit a proposition to the railroads for a schedule similar to that in existence in Texas which, under the law, provides for a charge of 1/2 cent per mile per one hundred pounds, with a minimum of sixty miles or thirty cents. The railroads claim they cannot handle the stock at a profit on these rates and want the old "estimating" system to remain. Under this system there is a regular schedule of weights for various kinds of live stock and it is so "estimated" as to allow a profit to the roads.

## OHIO CATTLE

Charles Poe, statistician in the State Auditor's office, has compiled from the assessors' returns the statistics of live stock owned this year by the people of Ohio. The following are the total of the several classes: Horses, 712,500; cattle, 1,458,391; mules, 14,530; sheep, 2,546,772; hogs, 1,467,331. The number of horses is an increase of 1,354 over 1900; in cattle, 30,730; in mules, 157; in sheep, 2,702, and a decrease of 22,187 in hogs.

## Pan-American Stock and Other Shows

Cattle—September 9 to September 21.

Sheep—September 23 to October 5.

Horses—October 7 to October 19.

Poultry—October 21 to 31.

Pet Stock—October 21 to 31.





# THE Pan-American Exposition

THE STORY OF A GREAT  
EDUCATIONAL AND INDUSTRIAL ENTERPRISE

By COLONEL JOHN F. HOBBS



HE Pan-American Exposition begins with the turning of the wheels of the Lackawanna's superb train, the "Queen City Limited," at Hoboken, just over on the Jersey bank of the Hudson River from New York City.

The make-up of this wheeled flyer is an embodiment of the highest type of all that goes into the build and equipment of a faultless train for ideal travel. The "Queen City Limited" is a railroad exhibit of a high order in itself. Its make-up of the highest types of mail, express, passenger, buffet and sleeping cars drawn by an engine—itself the latest triumph of locomotive construction—is an assembling of the latest achievements in railroading and car finishing. The passen-

class. Every device which adds to comfort and perfects a car has been put in. The latest discoveries in the science of lighting and ventilation have been added. The artist, the decorator and wizard of woods and panels have been sought for their best efforts. Every sway and movement of the luxurious long coaches of the train have been so perfectly balanced and counterbalanced that this handsome train gently swings in the breezes on cushions of air, while cutting out the long distance to Buffalo at the terrific rate of 70 miles per hour, at times.

The "Queen City Limited" over the Lackawana road in its make-up embodies all of the latest achievements in railroading. It is a



ger en route to the Pan-American over the Lackawanna road does more than see the "flying exhibit" of an up-to-date palatial train, he also feels it and is sensible of its comforts, delights, and excitements every mile of the way as the rich and exhilarating diorama in nature passes before his delighted eyes and pleased senses.

A passenger emerged from the ample, clean and faultlessly equipped and appointed toilet, in the comfortable smoker, sat down, lighted his cigar, gazed out upon the beauty of the changing scenes before him and then remarked to the companion at his side:

"This isn't like railroad travelling. It is more like sitting in one's boudoir quietly and having the beauties of nature pulled around before your eyes for your entertainment and the heightening of your sense of enjoyment." Every wheel is the latest thing in wheels. Every spring, cushion or bearing, the highest achievement in its

summery of the best that can be put in a composite passenger train. That makes this train a symbol of what a modern railroad has accomplished. It is a complete and a perfect railroad exhibit from the clear-eyed headlight on the huge engine to the flag that flutters from the stern of this mechanical streak which the settler sees flying past his door.

As the Pan-Buffalonian is bodily snatched along the steel rail, through a landscape which is a vision in nature, he sees and feels more than the triumphs of railroading and the comforts of a palace on wheels of wind. He observes the rich agricultural areas that have led up to the Pan-American Exposition and which help to make such an exposition possible.

The natural scenery of mountain and vale, stream and plain is so varied, rich and constant that the traveller at no time loses his in-

## THE NATIONAL PROVISIONER

terest in his surroundings. There is not an uninteresting nor an unenticing piece of the journey along the entire route from New York City to Buffalo. One, therefore, makes the trip and arrives at the end of it sensibly refreshed instead of having "that tired feeling" which is usual at the end of a 400-mile train ride.

### Landscape and Industry

The greatest variety of landscape and of industry are seen along the Lackawanna route. Between the picturesqueness of nature and the varied industrial character of the country traversed, the interest



of either the student or the idle observer is not lost at any stage of the journey. The agricultural, horticultural and other farm scenes in the first part of the trip, around Binghamton and other active centres, are not only beautiful, but are lessons in husbandry which are a credit to the paternal line of railroad that has made their highly developed and profitable existence possible. They are also gems in the industrial escutcheon of the States through which the Lackawanna passes. The beautiful streams and mountain lakes that silver and chasten these scenes in summer become, in winter, areas of profit and very active industry. From them are gathered, by an army of workmen in their peculiar way, the vast heaps of blocks of sawed ice which fill the lonely and queer-looking warehouses that stand up along the route and excite the curiosity of the passenger. Much of the eastern ice supply for summer use comes from this source. Thus the big river which surges through the romantic Water Gap and spreads out its pretty sheen in the lovely valley below, the curling and surging waters of the turbulent streams above, beautiful Lake Hopatcong and smaller sister lakes about it serve to cool the air, to beautify nature and to entice and entertain the tourist in summer. In winter they chill, harden, freeze over and furnish the means of livelihood for thousands of ice-cutters who gather the next summer's supply of ice.

### Delaware Water Gap

The great coal mines about Scranton and to the east of that city and about picturesque Londsberg furnish another interesting study.

As the long-waisted train rises through the yawning mouth of the terrifying Delaware Water Gap and mounts the crest of the mountains the passenger finds the lowland valley gradually creeping lower and lower beneath him. He looks on at the unusual transformation in pleasurable wonderment. The evolution becomes more startling as the heights rise and the crests of the range roll away in the distance under the horizon. As climax after climax play on the vision the senses are prepared for the ante-climax when nature seems to outdo herself in her daily dioramic exhibition to the visitor who rises to these summits on a marvellous train over a piece of daring railroad engineering which lifts you above picturesque cities that lay nestled down in the hills, or which spread out prettily in the broad lap of the fertile and highly cultivated valleys in the low grounds.

Is there small wonder, then, that there is a popular demand for tickets over the Lackawanna by "No. 3, the 10 A. M. train for Buffalo"?

### A Hotel Surprise



HE first thing which strikes the "Pan-American" visitor is the first thing which strikes the visitor to every other exposition. It is the efforts made and the plans laid to get at his pocketbook to clean him out of his money. The "greenhorns" alone need fall a prey to such things there, as nearly every legitimate line is on the level. It is the professional "hang-on" and a few local ghouls who lay for the simple visitor and bleed him from start to finish.

The railroads deal honestly with the visiting public. The Buffalo street cars and baggage transfer services deal fairly with the exposition guests. Statler's Hotel, at least, is the pleasant surprise. There is not the least effort to dig the guest or to impose upon him while at the hotel. I paid my way there just like any other of the guests, and I will speak of it as I found it. Statler's Hotel is an immensely wide structure. It is only two full stories high. It has 2,100 guest rooms and comfortably houses 5,000 people. The dining room seats 1,200 people at one time. There is a regiment of bellboys and hallboys—"buttons" everywhere. There is a careful mail and registry service and employees at every crook and turn to attend to every want and to facilitate everything. Every room is an outside room in a sense, as the hotel is built on a system of long strips with wide open alleys between them. The rooms are all about one size, about 9x12 feet, and comfortably furnished. The corridors are wide. The lobbies, halls and piazzas are like great avenues and plazas. There is an abundance of light and air and chairs galore for lolling and lounging.

### Built for the Exposition

Statler's Hotel is an exposition hotel, built purely and simply for this Pan-American Exposition, yet no better board and lodging can be had in Buffalo at any other time than at Statler's in this show time. The tourist can take his train, go to Buffalo, take a "Main" car, marked "Pan-American," and ride to Statler's Hotel for five cents, engage a good room for \$2 to \$2.50 per day—this includes breakfast and dinner at night, with a choice list of dishes on a bill of fare—and not be "soaked" for any extras. C. W. Miller's expressman boards the train as it comes in, and for 50 cents takes your trunk out to the hotel, returning it to your home in the distant city on a through check if your ticket is in hand.

Statler's Hotel is right at the main and the Elmwood entrances of the exposition. At this hotel the visitor is not made to feel that



tips come first. The tip is appreciated by the recipient, but no resentment is shown or uncomfortable hints are allowed if no tips are forthcoming. The offending employe in this respect would simply be discharged. The service is pleasant and quick. I do not believe that an exposition hotel has ever been built which has given the guest better service, more comfort and less annoyance than is experienced at this hostelry. I have never seen a cheaper hotel for the

## PAN-AMERICAN EXPOSITION NUMBER

comfort and accommodation given. There is but one warning to give: Beware of the hotel barber shop.

If you are a metropolitan citizen who does not reside at the Waldorf-Astoria, 35 cents for a shave comes high, and higher still with "the customary" added. If you are a rural or any other sort of a "sucker" you will feel that a hair cut and a crude shearing of the beard at \$1 per time is steep. But then you can get your face mowed at home, have your wool clipped or take your tonsorial tools with you. A man naturally objects to having his "leg pulled." Then take my advice and go to Statler's Hotel and you will have more comfort and more money left to spend on trinkets than if you stop up town or at many of the impromptu and other hotels which seek you.

In and about this hostelry are the auxiliaries to the comforts and enjoyment of exposition life. It saves car fare and time, too. I am thus full, long and explicit because our friends need such advice before they start on their long journey to Buffalo.

### Striking Features

The next thing which strikes the exposition visitor is the spires and towers looming above the big buildings in the shrouded distance. If he arrives at night the dazzling brilliancy of the electrical illumination of all of the big structures and the towers which rise at well-distributed distances will at once attract him.

I understand that the same electrical genius who beautified the Omaha Exposition has planned and carried out this incomparable electric display, which is at once the most startling and the most wonderful sight at this great international show. The third thing which strikes the visitor at the threshold of his "Pan-Am." tour is the high price of the worthless souvenirs which are intended for transmission to the guests' pockets to take home. The average souvenir concession is a fake, a fraud pure and simple. But the green and meek visitor came to spend money, and the sooner the job is over the sooner he retires from the scene. But it all is experience, and the citizen must learn to pay for it.

### Mecca of Tourists



EXT to Rome, the Holy City of Italy, there is no place where so much can be seen this summer as in a trip to Buffalo, N. Y., where the Pan-American Exposition is now running. This statement will be made good by the facts later.



There are two classes of people who go to see an exposition; one is the sightseer, the other is the student. The former rambles aimlessly around in search of that which tickles his fancy and appeals to his careless and frivolous taste. The other looks into the structure and the advancement which the exhibits teach. He searches building after building and exhibit after exhibit for what there is to learn in each and for what advancement it has made over similar

things which he had seen elsewhere years ago. The idle visitor merely looks at an exposition from a spectacular and amusement and theatrical standpoint. If it beats Coney Island and other similar collections of noisy amusements it is a success. The man who studies an exposition has no time for such entertainments. He simply seeks the lessons which are taught in the aggregation of exhibits.

The Pan-American Exposition at Buffalo has been admirably planned and filled for the amusement and the instruction of both classes of visitors. The projectors and the promoters of it seemed to



have been sensible of the fact that the idle-minded visitor constituted at least two-thirds, if not three-fourths, of the total visitors to any exposition, and so they planned and installed the grounds in accordance with that view.

### Midway Lessons

As an entertainer of the multitude this show is a success beyond that of the World's Fair at Chicago. The famous Columbian Midway has been surpassed both in the number and the genuine value of the concessions. Fakes? Yes, there are fakes. They are fakes so complete as to amount to an art, and are worthy of study by fakers as perfect specimens of their kind. But what zest is there in a trip if you are not humbugged at some stage of the game? It takes the sidelight and jar of a real good fake to add savor to a real good show. The great majority of the Midway shows at the Pan-American are not only not fakes, but are positive educators and teach more than a dozen lectures or the reading of good books on their subjects. They are living lessons right before you. In this novel zig-zag sort of midway there are scores of good shows with small admission prices.

Bostock's is decidedly one of the very best of them all. It is a large arena surrounded by a circle of rare wild animals in cages; a perfect "zoo." In the centre of this arena is a huge steel cage in which some of the most daring and dangerous everyday lessons are taught. The subjects are wild animals. The handling of twelve fierce, and some semi-tamed, lions teaches more in one hour for 25 cents than weeks of study could fasten permanently upon the student mind. There is a living miniature of a woman in a pavilion all by herself at the side of Bostock's big wild animal show. She's more years old than she is inches high. Her name is Chichiqua. This midget is about two feet high and about 33 years old. Her voice is as small as she is. She rides in an automobile specially made for her and has her own tiny pony and carriage. She is a human curiosity and a study in more senses than one. The visitor may forget all else in the years to come, but he can never forget this little woman.

The "Indian Congress" alone is worth the trip to Buffalo. In the big inclosure of a couple acres of ground is a real Indian village, built by Indians for Indians to live in. In fact, those are the same wigwams inhabited daily by these same Indians when they are back

## THE NATIONAL PROVISIONER

upon their reservations in the far West. There are more than a hundred redskins in that village. They were brought to Buffalo under government permit. They represent about forty of the most noted tribes which roamed our great prairies and gave to the name of Indian warfare and frontier life its terrors.

The "Pan-Am." tourist not only sees the American Indian in life and as he lives in his indigenous haunts, but he sees the best type of the historical tribes. He sees even more than this in the "Indian Congress." He sees the most noted war and tribal chiefs alive. In the "Congress" on the Pan-American Midway is that famous old



"human tiger" Geronimo, the Apache chief, who is here at the head of the delegation from his tribe by permission of the United States Government, but is still a prisoner of war under heavy military escort. His valor and atrocities are yet fresh in the memories of our people. It took the best of our military tacticians with a large force years to capture this indomitable half-breed. Well, he is at the "Indian Congress," and takes part in all of the exhibitions. There are also the following chiefs, many of whom are as notable as Geronimo: Crazy Snake, head of the fighting Creeks, who is here under escort as a prisoner of war; Hollow Horn Bear, and the old chief who has signed every treaty of peace between this government and the Indians for the last half century; Chiefs Red Cloud, Shot-in-the-Eye, who was within ten feet of Gen. Custer when he fell in 1876; American Horse, Little Wound, Lone Bear, Painted Horse, Kicking Bear, Black Bird, Rocky Bear, Last Horse and others, including the son of Sitting Bull, the leader of the Indians at the Little Big Horn massacre.

This instructive and most exceptionable exhibit is under the general management and direction of that genial gentleman Fred T. Cummins, one of the shrewdest men in the business. He is very courteous. Lieut. Jim P. Anderson is an ideal press agent. He makes his concession a pleasure to the visitor.

### The Old Plantation

Down at the "Old Plantation" are the real types of the "old plantation nigger." The younger "coons" are also real southern darkies right from the south, and they give vivid sketches of negro plantation life in that peculiar style which has made the southern negro a popular type for imitation on the stage. In the "Old Plantation" the real "niggers" from Dixie give the real negro life as they live it in the south. Why, there's an old gray-headed darkey from away down in Dublin, Georgia, who gives you an old log cabin horse laugh that will do you a quarter's worth of good down in your soul. This old ex-slave has a chicken-stealing record. He says "it retches too fur back, boss, fur me t' reckermember jis' how many chickens I did tuk in my days, but I specks it wus wagin loads. I disremember de mos' I grabbed in one night. It wus camp-meetin' time, an' I hed t' use t' wheelbarrel t' de place." Then he laughed that 25-cent laugh.

"De bes' chicken trick I ebber done wus t' steal t' chicken 'n sell t' r storekeeper. I stole dat chicken seben times an' sol' it to de same white man seb'n times 'fore he cotched me. Den dey had me

'fore t' trial justus." The "Old Plantation" is a good educator and a genuine entertainer, which charges too little for the value given. The educated horse next door—with the attendant pony mules—would make the average two-legged donkey ashamed of himself. That horse almost talks and creates in one a wish that speech would come to his tongue. This exhibit gives the transmigration-of-souls man additional excuse for his belief.

The Egyptian village is a profitable place in which to rest and to imagine you are in one of the native-quarter bazaars of Cairo. The prices are raised to suit the millionaire antics of the average American tourist. If the visitor has time to sit around and to observe he will get loads of instruction and amusement in the "Streets of Cairo." It will be furnished by his own countrymen and the Oriental alike. That village is a study and a tutor together.

### The Home of Pele

The "Burning Mountain of Hawaii" is a vivid reproduction of the famous crater of Kilouea on Moana Loa, in the Sandwich Islands. The native prayer and service to Pele, the Goddess of Fire is also recited to give weird and dramatic life to the still and awful inferno aspect of the scene. Kilouea is almost brought to life in this vivid cyclorama of the famous fire mountain of the island of Hawaii.

Then there are the human incubators in which live infants, prematurely born, are developed to full life. They lay in there in this artificial womb until sufficiently strong and developed to be brought into the world by this foster mother. This is a triumph of science, and in it the Pan-American scores a point of excellence and advancement over the World's Fair at Chicago. Doctors and the curious alike flock to the house of the human incubators to see there these triumphs of science in actual operation, serving their maternal purposes. These incubators are also in the giddy Midway.

There are a dozen or two more of instructive and entertaining concessions or shows in the midway. There are genuine types of indigenous tribes from Africa, the Philippines and other half-wild countries. There are also those of Japan, China and the civilized nations. There are, likewise, others, and things which interest and instruct both the casual rambler as well as the student of nature,



history and science. The Pan-American Midway is an international lecture on living topics with the existing specimens before the pupil.

### A Dual Purpose Show

The Pan-American Exposition is built from an amusement, spectacular and industrial standpoint. In the light of this view it is an advancement from the World's Fair at Chicago. It is more compact, more artistic in exterior, and, architecturally, more nearly one

## PAN-AMERICAN EXPOSITION NUMBER

connected piece and scheme, than was the Columbian Exposition. The decorator, the architect, the landscape gardener and the sculptor have moulded their joint scheme as one man, and have thus given to the buildings, the colonnades and the garden pieces that royally artistic and rich aspect which might better be imagined in an ideal reproduction of the brain than would be expected in the realm of fact. But there it is, the rich, elaborate production of the Pan-American grounds and buildings in all of their magnificent and spectacular grandeur. Every sense of the eye and the soul are pleased.

The Pan-American is not so vast as was the World's Fair. It is, however, too big for the visitor of a week or two weeks who wishes to see things. To the visitor of a day or two it is a beautiful thing to walk through and look at.

The Pan-American Exposition is up to date in its build, layout and in the character of its exhibits. It is ten years in advance of the great World's Fair, because the world has advanced that much since the opening of the Chicago show. The electrical display is something which the world has never before seen at any exposition or at anything else. It is a question whether any other place away from the Niagara Falls power could light a big city and then generate enough electricity besides to light 200,000 powerful jets. Each evening every building, post, tower, or peristyle in the grounds which can hold a light is lighted. The whole, whether in or out of the grounds, presents an indescribable effulgence and magnificence. The electric tower stands about 400 feet high. From its waist gushes a great stream of water which rushes over a graded circular base that creates a pretty waterfall. The idea seems to have been inspired by the Trevi fountain at Rome. Above this rises the tower, studded with electric jets in artistic arrangement. At night the 45,000 lights on this great tower make a brilliant spectacle, and it is a conspicuous centrepiece to this field of electricity. This is not all. The scientist and the student in studying this electrical display find that the whole of it is transmitted from Niagara Falls, twenty-five miles away. He also learns that electrical science has advanced to such an extent that a man can sit at a keyboard and control every light and the system of lights in this extraordinary illumination. He flashes out a few here and there, then fills it and swells up the glow gradually until his pictures are fitted in and every light in the vast electrical scheme is out for the night doing its share in the

same genius who planned the superb electrical show at the Trans-Mississippi Exposition at Omaha created this one.

### Notes by the Way

It is unnecessary to follow the visitor through all of the buildings. The exhibits in the Horticultural Building could not be fairly judged by the hunter of monstrosities in fruits who was disappointed because apples as big as bushel buckets were not seen. The fruit grower who said: "California has made here the best exhibit of her life," correctly gauged the exhibits there. They were of quality and improved methods.



In the Ordnance buildings were to be seen the latest things in artillery warfare, camp equipment and transportation from a field standpoint. The rambler simply looked for big guns and freaks. The exhibits were instructive from every standpoint.

In the Government Building was the finest collective exhibit which our government has heretofore made at any exposition. A week could be spent in there and not one minute of it be unprofitable.

The Agricultural Building is a school of husbandry. One is led to have much respect for the so-called "hayseed" after seeing the fruits he wins from tilling the soil. The latest achievements in land culture and the developments of forage, grain and other plants are there for sightseeing or instruction. This is a very interesting and instructive part of this practical exhibition. The Machinery Building is filled with nothing that is not the latest in its line. The Tight Joint Company and the Taber Pump Company have exhibits in there which are models in machines. They are compact, and marvels of neatness and efficiency. Such things are more than worth the trip which the users of machinery and the engineer make to this building. These are merely typical of the rest in other classes of power and auxiliary machinery.

A fitting testimonial to one of the finest mechanical devices to be found on the market, is the use by the Exposition authorities of four of the famous Cross Oil filters made by the Burt Manufacturing Co., of Akron, O. These are in the power plants and are giving excellent satisfaction, as might be expected.

### The Good Old Cow

The dairy and poultry exhibits as far in advance of the World's Fair. The best cows of different dairy breeds are shown. They are fed and milked in the building there, and their yields of milk and butter fat are carefully noted each day and comparisons instituted. These are all chalked up, so that the visitor is in possession of all of the facts in each case. These barns are very popular and are much sought. Butter making also goes on before the eyes of the tourist. The poultry building carries on a chicken-breeding business with the best and most modern incubators and brooders now made. The whole lessons of the poultry farm are taught and illustrated. The novelty of this business astonishes thousands, and the instruction given is more vivid and valuable than could be conveyed in days of book reading.



whole. Each night at 8.30 the lighting up begins. One man controls it. The electrician knows what that means in power transmission, insulation and perfection of appliances.

To all of this is added the electrical illumination of the two huge and beautiful fountains. Into one is woven the delicate rays of the rainbow. In the other flower effects are prettily worked. The electrical part of the Pan-American is so far ahead of the World's Fair or any other exposition as to be spoken of only as a contrast. The

## THE NATIONAL PROVISIONER

### Get Value for Money Expended

These are some of the reasons for the statement that this exposition is a valuable and exceptionable teacher, in addition to being suited to the sightseer. They are also among the reasons for the statement that the Pan-American Exposition is ten years in advance of the World's Fair.

Buffalo should, at this time, be the Mecca of tourists. Right at the city's gates is Niagara Falls, with all of its wonders and associations. Add this to the Pan-American Exposition, with its extraordinary display, which almost amounts to phenomena, its beautiful and enriched plazas, its true types of many strange indigenous nations of the earth, its famous Indian chiefs and other exhibits, and the tourist gets more for his money in a sightseeing and an educational way in a trip to Buffalo now than he could to any other one spot on the face of the earth. This statement is made advisedly.

### Accessible to 40,000,000

There has been some criticism of the fact that an exposition should be held on the northern boundary line of our country. The one at Philadelphia was virtually on the eastern coast line, while the one at New Orleans was away down on the gulf, and the forthcoming one at Charleston will also be at the boundary line. But Buffalo is in the centre of 40,000,000 population, which lives in a radius of 500 miles from it. Get down your map, stick a pin in Buffalo, and, with a string 500 miles long, describe a circle about Buffalo with that length of a radius. It takes in New York, Boston, and Portland in the east; Chicago, Milwaukee, Indianapolis, Louisville and Cincinnati in the west. It sweeps south to Raleigh, North Carolina, and its northern arc embraces every large city in Canada east of Lake Superior. St. Louis is over the rim, but even the man from St. Louis can get to Buffalo in eighteen hours. Within this magic circle, and within the easy day's journey to Buffalo, live one-half the population of the United States and three-fourths the population of Canada. Forty millions of people live within that circle. Five hundred miles is not a long distance to travel to a big thing. Buffalo is a natural exposition centre.

### Some Figures

The American mind likes to figure. Well, figure at it. In round numbers the exposition buildings and ground improvements cost \$6,000,000. To this must be added appropriations of foreign nations and States for their separate buildings. All are chock full of interesting exhibits. There are 350 acres of park covered with exhibition structures and exhibits. The "Pan-Am." is in an area of 3,000 by 5,000 feet. Standing at the top of the electric tower, 375 feet high, the visitor sees the following huge buildings: Government Building, Forestry, Mines, Horticulture, Graphic Arts, Manufactures and Liberal Arts, Agriculture, Machinery and Transportation, Electricity, Stadium, Service Building, Dairy Barns, and nests of State, foreign and individual exhibit buildings by the score. At his feet the visitor will see the Court of Cypresses and the Court of Lillies. In the busy distance is the noisy, attractive Midway.

All of these seem worth a trip to Buffalo and the fee of 50 cents at the turnstiles. The "chair boy" is a high-priced convenience. The transportation about the grounds is poor. It must be by chair at \$1 per hour or by "shanks's pony," for nothing. The latter is the popular but "leg-weary" method of seeing things at the Pan-American. The transportation to the grounds is excellent and cheap—5 cents per trip.

The transportation problem to and about the grounds brings up the world's transportation as reflected in the Transportation Building. The types of combination and other engines shown are lessons in themselves, and they are intently studied by the specialist, while the curious simply pass on, remarking on the huge iron monsters on their rotary legs, the switch and signal contrivances and the modern

types of different kinds of street and railroad cars. Then the visitor climbs into the novel, and, in structure, composite, train shown by the Lackawanna road, goes through its length and learns this:

### Lackawanna Train



THE exhibit of the Delaware, Lackawanna & Western Railroad is easily the feature of the Transportation Building. In the creation of this exhibit it was the design of the officials to plan it that it should be typical of the three great departments of that railroad's work so far as its immediate association with the public is concerned. To this end the exhibit easily divides itself into three distinct parts: That devoted to the Passenger Department, that given over to the Freight and Industrial Department and that representative of the Coal Department. Each of these is distinct in itself and taken together are fairly representative of the work of a great railroad.

The exhibit consists of a locomotive and three cars and is placed in the most conspicuous part of the building.

### Hard Coal Used

The locomotive is of a class now being constructed in large numbers by the Schenectady Locomotive Works for the Lackawanna Railroad. Twenty of these monster locomotives were ordered



THE PRIMITIVE DE WITT CLINTON TRAIN

ed the first of the year and many of them have already been delivered. Twelve of them are in service at the present time, pulling the heavy through passenger trains run by this road. The locomotive is chiefly noticeable for the great width of the firebox, necessary in order to get sufficient steam from the consumption of hard coal, which alone is employed on the through passenger trains of the Lackawanna Railroad. Few persons in glancing at this monster locomotive realize what this wide firebox means to them, but after a trip over the road when no smoke obscures their view of the magnificent scenery or at the end of the trip when their clothing is not besmirched as a result of coal smoke, this is plainly apparent. The firebox on this locomotive is 10 feet 6 inches long and 8 feet 4 inches wide, having a depth in front of 4 feet 8 inches and at the back 3 feet 10 inches. The heating surface of the firebox is 195 4-10 square feet. The heating surface of the tubes in the boiler is 1,947.87 square feet, making a total of 2,143.27 square feet. The grate area is 87.67 square feet. The exhibit locomotive is of the four driving-wheel type, each wheel being 5 feet 9 inches in diameter. The weight on driving wheels is 93,000 pounds.

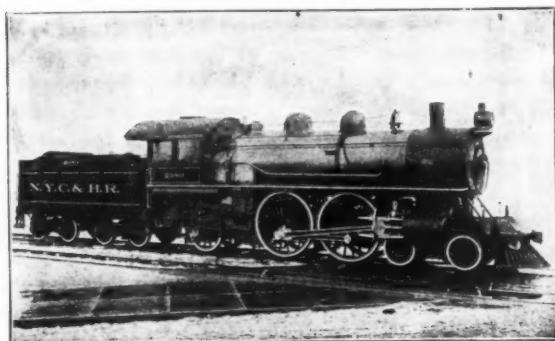
The total weight of the engine is 139,000 pounds and of the tender, when empty, 48,150 pounds, making the total weight of locomotive and empty tender 280,150 pounds. The capacity of tender tank is 5,000 gallons and the capacity of coal space is 20,000 pounds. The height of this engine above the rail is 15 feet.

### Views of Magnificent Scenery

Attached to the locomotive is a passenger car of the class in general use upon the road. This car is typical of the Passenger

## PAN-AMERICAN EXPOSITION NUMBER

Department of the road. It was the aim of the exhibitors to display the road exactly as it is and in order that the coach equipment might be typical of that in actual service, this coach of the exhibition train was taken out of the regular passenger service. All the seats have been taken out, and, extending the entire length of the car on either side a false wall has been constructed reaching from the floor to the dome of the car, about 18 inches from the regular side wall. Into this false wall have been fitted transparencies of the magnificent scenery for which the Lackawanna Railroad is famous. Some of these transparencies are 7, 8 and 10 feet long. In all there are over 125, each of which is a gem of landscape photographic art. It is said by the photographic concern which furnished the pictures (and this concern is the largest producer of landscape pictures in the world) that this is the finest collection of transparencies ever made. The entire space between the regular and the false wall of the car is filled with electric lights, illuminating the transparencies from behind. In this car also are two maps of the Lackawanna Railroad and its connections, each 4 x 10 feet, before which crowds stand constantly, indicating the route by which they reached the Exposition grounds or by which they expect to return. An attendant hands each person who enters a catalogue in which each picture is mentioned and something of interest regarding it is set forth. The attendant also gives full information regarding the time of trains, rates, etc.



EMPIRE STATE EXPRESS ENGINE

### Manufacturers Display

Behind the passenger car is a freight car, also exactly typical of the freight equipment of the road, for the reason that it was taken directly out of service. In this car has been collected an exceedingly interesting display of the kinds of articles manufactured and produced along the line of the Lackawanna Railroad. It was the aim of the road not only to advertise in this way the raw materials and resulting manufactured products of its territory but also to advertise its manufacturers. With that in view each factory which furnished an exhibit was asked to supply also an advertising card setting forth its business and its location. The great variety of exhibits shown indicates almost at a glance the great resources of the territory through which the Lackawanna Railroad runs. In the way of raw materials there are minerals of economic value, various kinds of woods, clays, sands, rock, loams and cereals. Manufactured articles include ploughs, mining machinery, vehicles, fabrics, dairy products, canned goods, grain products, slate and articles manufactured therefrom, railroad locomotives and equipment, cements, leather products, pianos and organs and all classes of machinery. On account of limited space, manufacturers of large articles were requested to furnish models and as a result the miniature organs, wagons, sleighs, machines, etc., in this car receive very great attention from those who are passing through. It is typical of the Freight and Industrial Department of the road.

Last in the train is a coal car, also typical of the ordinary equipment of the road in that this car also was taken direct from ser-

vice. On the forward part of the car is an exhibit of coal fossils, said by experts to be one of the best in the world. These specimens were taken at various times from the mines of the Lackawanna Railroad during a period of the last half century. On this car is a miniature coal mine showing exactly the operation of taking anthracite coal from the mines. Two drifts are shown, in the first of which is displayed the manner in which mines are operated by electric power; in the second, by the old time method of mule power. In both drifts is shown the exact manner in which mines are propped and timbered and various means of extending drifts, galleries and shafts. Models of miners with electric lights in their caps are shown digging coal, loading it on the mining cars and taking it to the foot of the shaft.

### The Coal Exhibits

Upon a platform built across the top of this car rests what is said to be the largest block of anthracite coal ever mined. In its present condition it weighs nearly 10,000 pounds and before it was squared up its weight was nearly 12,000 pounds. On the top of this enormous block of coal rests a miniature coal breaker about 10 feet square and about 12 feet high. In this is shown every piece of machinery, every beam, bolt, nut or knot to be found in an actual breaker, the scale in all cases having been accurately followed. This breaker runs by electricity and together with the mine gives a complete object lesson of the method of producing anthracite coal. This car is typical of the Mining Department of the road.

Descending from the coal car the visitor is greeted with an exceedingly fine display of color photography, the subjects being scenery along the Lackawanna Railroad.

## Comparative Trains



HE New York Central Railroad is a most fit illustration of primitive and modern railroading in this country.

In 1831, the total length of the New York Central Railroad, the first of the New York Central Lines to be constructed, was seventeen miles, and the entire motive power and equipment consisted of the primitive locomotive "DeWitt Clinton" and three very small passenger carriages, which were really old Concord stage coaches made over. The maximum speed of this train was fifteen miles an hour.

On the first of January, 1900, the mileage of the New York Central Lines aggregated 10,453 miles of railway in the populous territory east of Chicago, St. Louis and Cincinnati; and the equipment consisted of 150,400 freight cars, 3,600 passenger coaches, baggage, mail and express cars, and 3,580 locomotives. This equipment carried more than fifty-two million passengers in 1899, and hauled over one hundred and three million tons of freight.

Over these lines are operated every day hundreds of splendidly equipped passenger trains. The finest character of Pullman sleeping and parlor cars and the most luxurious of modern day coaches will be found in their equipment; and the dining cars of these lines, which are operated under the direction of the general passenger agents, are recognized as among the best in the land.

The ponderous locomotives of these lines haul over a large portion of this system from eighty to a hundred loaded cars to the train. Many of these cars will hold 1,000 bushels of grain, or 60,000 pounds of merchandise, or 110,000 pounds of coal each. During the busy season there are several hundred freight trains per day passing over these tracks, forming an endless chain of traffic between the great commercial, industrial and agricultural centers of the west and New York and Boston.

The passenger trains over this road dash to Buffalo at an average speed of nearly 60 miles per hour.

# Some Instructive Exhibits

## Swift & Company

**I**T was eminently proper that possibly the largest and one of the greatest distributors of food products should be represented at this great educational show. The whole manufacturing idea is succinctly represented and the fool public at once gets an illustrated idea which grows upon its mind and enlightens each stage of that growth. That makes the value of such an exposition as this is. And that is the industrial idea which makes American expositions and American industries known and understood.

I stood in the wonderfully instructive exhibit of Swift & Company in the Manufacturers' Building and mentally noted the way in which the whole affair, as well as all of its details, struck Uncle Sam's citizens as they filed through, talked to themselves and plied R. H. Goddard and E. B. Rommel, the gentlemen in charge, with questions. The greenness of many of these queries may cause the initi-



ated to heartily laugh, but the average American citizen is not afraid to "poke his nose in" and ask questions. He is willing to show his ignorance once to keep from feeling it all the time. "He wants to know," and when such a lesson as is presented by the Swift exhibit is hoisted to his mind he just wades in to find out all about it.

### The Evergreen Tourist

As the curious visitor, with his hands full of papers and pictures, enters the above exhibit his attention is at once arrested and riveted. He just walks right up to Mr. Rommel and sets his ingenuity going to answer all of the "fool questions" which effervesce in the mind of the "greenhorn" and other kinds of horns and the curious. When he leaves, mists and ignorance have given way to amazing information. As a result of his silliness and his pumping he learns such important facts as these in the interesting and complete Swift exhibit at the Pan-American:

He hears a noise, looks up and sees a miniature train of about a dozen cars drawn by a miniature engine around on an elevated steel structure. To the little girl and the little boy who attend, the moving train is but an interesting toy. To the student and the more serious-minded it is a lesson in mechanics and in transportation.

Mr. Rommel told that this little train, its elevated track and the scenic tunnel through which it darts cost about \$2,500; the price of a good-sized farm. That astonishes a rural visitor who listens, and sets him thinking. That is the beauty of such an exhibit and of its effect upon the public mind. Such things give educational value to an exposition.

### Haul Swift's Products Exclusively

The listener also heard with me the following: "This little train, engine and tracking were all made in the car shops of Swift & Company, at Chicago. The engine is only a foot long and four inches high, yet it has every part which can be found on an Empire State Express engine. It pulls this train around the tiny track all day. Coal being very high, the designer has succeeded in operating the machinery by electricity. There is even an electric headlight in the engine, and the train is illuminated at night. Each of the dozen cars is a perfect miniature replica of the famous Swift Refrigerator Car line. They are symbols of the 6,000 cars owned and used by Swift & Company for the annual distribution of their \$190,000,000 worth of manufactured food products. These little cars represent more. They represent not only the most advanced science in transportation conveyances, but they also represent the fact that only the products made by Swift & Company are hauled in them. This is so because this company, in owning and operating its own refrigerator cars, knows the kind of products that go in them, and that the cars are clean."

The wife of the rural gentleman, who followed in my wake, gave a little feminine scream. She had run against one of the paper mache hogs sitting at the entrances of the exhibit and thought it a real hog. It was only a representation of the perfect bacon hog of the size from which the company's famous "Premium" brands of hog products are made.

### The Swift "Organ"

We looked in front of us and beheld a "pile of information." It was the "Swift organ." The "organ" as built, was an ingenious structure made up of packing house products and packing house appliances. The base was a large white case filled with packing house supplies. The "keyboard" was a glass case projection in which the average visitor for the first time saw and learned that the great American packing house can make chess men, napkin rings, shaving brush handles, manicure sets, glove buttoners, cane handles and white paper cutters, glove stretchers, lace knitting needles, which are fine imitations of ivory, and fancy toilet soaps, which equal the famous products of France. There were also combs of horn, some of which were excellent imitations of tortoise shell.

One lady didn't think Swift & Company were slow enough to stop to catch a tortoise. Her companion, after comparing her "real tortoise" with the horn one before her, added: "I guess they don't have to when they can catch up, with a cow horn."

There were also, in the "keyboard" of the organ, cattle tail hair, hog hair riflings and classified hog bristles from which are made hair brushes, tooth brushes, paint brushes etc. "Fancy brushing your teeth with a cow's tail," mused a young schoolteacher from Boston. But when assured by her companion that "they were from pork hair," she unscrewed her face and felt content.

Above the base, and forming the lower body of the "organ," was a glass refrigerator car, an exact reproduction of the one which the

## PAN-AMERICAN EXPOSITION NUMBER

company had in its exhibit at the Paris Exposition. It rested on a small track, well rock ballasted. On the ballast as "stops" rested pails of lard put up with the double summer cover and packed especially for the South American and tropical trade. Some visitors, by the time they have been in the exhibit for a while, get worked up and ask "what part of the animal is that (the ballast) made from, and what is this product used for?"

### Every Cut Shown

Speaking of the refrigerator car, a Westerner said to Mr. Rommel, "It is so real that I can fancy I see it running out over the Nickel Plate road." In the refrigerator car hang every commercial cut of beef and pork, showing not only what a good cut of meat is, but also how the carcass is divided for the market and how meat is hung in a refrigerator car for transportation from the abattoir to any distant part of the country. In one glance and with a very few questions the visitor learns that much in this exhibit.

The display of boxed meats on the floor of the car also shows how this class of food product is packed and shipped. It also illustrates many scientific principles, as well as the economical utilization of transportation space.

My farmer friend's daughter, who had been to the high school, asked:

"How do you keep that meat these warm days so natural in that glass case?" "The frost on the electric globes which illuminate the car shows the low temperature of refrigeration in the car," was the answer.

She looked wise and elbowed the old man off to some other part.

### World's Largest Photograph

The face of the upper body of the "organ" was entirely taken up by the largest photograph in the world. It is 4 feet 6 inches by 8 feet long. This immense photo is of the general offices of Swift & Company, at Chicago, and covers an area of 46,918 square feet of floor space. In this big picture are nearly 700 employees. To take it 200 flashlights were touched off and 20 pounds of powder were used. Four men were required to handle the plate in developing it. The prints from the plate, framed, are valued at \$1,000 each. Swift & Company have several of these on exhibition in various parts of the world. The original plate weighed 372 pounds. President G. F. Swift, of the big company, is in the centre of the picture, surrounded by his immense staff.

Above the body of the "organ" rise the interesting and all-important "pipes." They consist of three graduating tiers of pails and cans in which are packed the company's "Premium" and "Silver Leaf" lards, "cotosuet," beef extract, etc.

That completes the great Swift Pan-American packing house "organ."

### The By-Products

In the centre of the exhibit is a handsome glass case of great size surmounting columns of rich wood. Above it is a fine display and collection of cotosuet, and various by-products in glass, such, for instance, as ground bone, cremol (for confectioners' use), winter strained lard oil, pickled pigs' feet, tripe, and other products in glass and tin. These are arranged between golden pigs which sit and peer over as if watchful of both the packing house and the public interests.

Around the outer edge of rich drapings of a red plush centre are such delicacies as pickled pigs' snouts, cooked, spiced and dressed up to tease the most fastidious taste; pig tongue and pigs' ears in garnishments of bay leaves and lemons and bereft of all of that fuzzy and hog appearance which causes the luncheon to rebel at the appearance of the untreated article. There is a further interesting exhibit of blood albumen now used for setting the color in ladies' waists and men's fine outing shirts. The remainder of the exhibits

in this centre piece are made up of Swift's famous "Wool Soap," laundry soaps, chipped soap, fluid beef and other delectable articles. The centre of this exhibit is divided into two portions. On the left hand, in yellow satin covers, are the company's well-known "Premium" hams and bacon. On the right are a nice collection of by-products in jars. There, in two jars, are pig tails and pig tongues. Thus making both ends meet. There is also bone meal and poultry food. This hardens the shell of the egg and the constitution of the fowl. "The champion wheat grower," for fertilizer purposes, and concentrated tankage, also for fertilizer purposes, are also in there. These are sitting in the presence of ground blood for clarifying sugar and for use in mixing colors. Blood albumen No. 2 is there, too. It is used for fertilizer and other purposes.

### Lunch Specialties

There are also to be seen by the interested visitor with his "official guide," such lunch specialties as lamb tongues, pickled ox lips, cooked and spiced, pickled tripe, pork kidneys and others which inspire hunger. In this case is also an exhibit of ground glue, as well as glue in other forms for the manufacturer. There is likewise lard oil No. 1 and another quality of lard oil which is used for lubricating fine and delicate bearings in bicycles, locomotives and other machinery. The exhibit of neat's foot oil is a fine and an instructive one; also oleo oil. Other things attract the visitor. On the middle



floor of this diversified exhibit is a large array of medals taken by the Swift & Company products at the Paris Exposition, the World's Fair, the Omaha Exposition and other great expositions.

### Decorations

The architectural features of the whole exhibit of Swift & Company at once attract the passer and induce him to halt and enter. The general art and attractiveness of the big booth, with its emblematic outposts of steer, hog and sheep heads in gold, at once engage the attention. The color scheme in the sign work is a uniform one of white on red background with blue border, thus working in the national colors. Surmounting the booth is a representation of the world—being typical of peoples fed by the Swift products. On this globe "Swift & Company" appears in incandescent lights. The whole exhibit is illuminated by 500 electric lights. The parlor effect is given to the surroundings by a happy distribution of costly rugs.

The "Red Angel," Swift's famous automobile, red body with white lettering, runs at will over the ground distributing the company's products and literature to the various buildings. The principal caterer (the Bailey Catering Co.), uses the Swift products in its res-

## THE NATIONAL PROVISIONER

taurant and meal services, using the company's meats exclusively. Mr. Credean, the auto driver, is one of the best known, most faithful and tireless of men. He handles this machine like magic, and makes it dart here and there like a red dream in the air.

The artistic work on the booth is due to the skill and taste of J. R. Hills, one of the best decorators in the country.

The electrical surprises which astonish the thousands of day and night visitors to this exhibition are due to the skill and practiced hand of G. Goodsell himself, one of the brightest lights ever turned out of the University of Wisconsin.

### Armour & Company



ARMOUR & CO.'S compact and comprehensive exhibit in the Manufacturers' Building, has been truly called an illustrated packing house lecture. Here the visitor goes through the great food factory with his eyes and without scarcely moving his feet. He watches the hogs and cattle as they pass on to the commercial end of their existence through the medium of moving scenes from life, assisted by a lifelike dioramic picture. He then casts his eyes around over the pails, jars, cans, glass and other packages and there sees the products as they are turned out and packed in the factory. The proverbial urbanity of the Armour staff is also found in those at this exhibit. The visitor learns his packinghouse lesson under pleasant circumstances.

Immediately upon entering, the visitors' eye is carried to the ceiling and the ceiling border. This is true because all of the exhibits lead the mind's eye in interested stages from the floor to the beautiful oil painting descriptive of one of the company's fine art toilet soap designs.

#### Panoramic Border

The ceiling border is a single photograph, making a complete panoramic view 63 feet long. This picture, which is about 20 inches high, shows every stage of the killing process from the driving in of the hog and the steer until the products of these animals are ready for the market. It is a silent sort of industry in the art and picture form, but it is from life, and the visitor sees in one view and as plainly as if he went through the great factory itself, all of the interesting processes which dispose of as high as 11,000 hogs per day, 5,000 head of beefes in one day and 8,000 sheep at one plant.

#### Polyscope Exhibition

Taking his eye from the ceiling the interested and inquisitive Pan-American tourist, attracted by a lively flutter and the peculiar noise at his side, drops his eye and his attention on a polyscope.



There are four of these novel machines which bring the packing-house here to this great Buffalo Exposition and re-enact scenes at the Armour plant in the Chicago stock yards as vividly as if one were in that great livestock and packinghouse center.

"B'gol durned, Mary, if them cattle ain't live and comin' right at yer!" exclaimed a grey-haired old yeoman to his daughter.

"Le'me see, dad," she asked.

"Wait, I ain't finish'd yit."

He kept his head glued to the orifice of the big machine and described the excitement therein at each stage. Then he moved to the next and the next with Mary repeating his antics, to the amusement of the waiting crowd and those who surged in for the next chance to see the things which excited the old countryman.

This is what the perturbed rural gentleman and the thousands who follow his example daily, saw in these big and wonderful polycopes:

#### Life-like Pictures

The polycopes are so arranged that they show, individually, separate features of the packinghouse and stockyards daily workings and, together, a connected idea of how the great Armour plant handles livestock. Those who follow the whole series readily see the methods and equipment which have helped to make this company one of the greatest commercial and industrial factors in the world. The first machine is devoted to the cattle industry. While the visitor holds his eye to it he sees and understands not only how cattle are yarded, drafted and otherwise handled, but he sees also enough to show him the justification of the fame which has attended both the name of the Armour plant and of the Chicago Union Stock Yards. His eye first catches a glimpse of a train of cattle coming into the yards. The steam from the tiny engine is so vivid that one can almost fancy he hears the whistle of the locomotive. In fact, he is, in spirit and almost in truth, at the world's greatest abattoir center. He sees this train pulling alongside of the pens. Before him romp the bovines by the thousands. He then witnesses the slaughter of the beasts, beholds them on the dressing floor. Right before his eyes, just as if he were on the killing and dressing floors, the beef carcasses are stripped of their hides, hoisted up and split by expert beef cutters. He feels that he has left the Pan-American, and, for the instant, is right at Armour & Co.'s in the "Windy City."

In the hog machine he beholds the hogs as they are driven from the pens prepared for the dressing room, tied to a huge revolving wheel, revolved to the top, and as they swing over to the other side shoot off into the beginning of the intricate trolley system, which carries each part of the carcass, except the squeal, which some said was caught up by the phonograph, to its proper department to be prepared for market.

The other machines still further exemplify and elucidate the packing house idea to the visitor, who cares to learn, or who even is curious enough to drop in and see. This exhibit is a very popular one.

#### Armour's Trolley System

Among the things which are impressed upon the mind by these polycopes is the reproduction of Armour & Co.'s trolley system. The cars of this system collect the products at all of the departments on their way to the loading platform, where the refrigerator cars are loaded with the supplies for Armour's hundreds of branches in various parts of this country and abroad.

The idea that France alone can make fine toilet soaps has been dispelled by the Armour laboratory, which has made a sweetly perfumed toilet article that is equal to the continental product.

Instead of the old conventional idea of exhibiting products, Armour & Co. have adopted the new plan in their exhibits of mammothizing. For instance, instead of having a lot of lines of small

## PAN-AMERICAN EXPOSITION NUMBER

lard pails and small hams and bacon, representing their refinery and smoked meat departments, they represent their refinery department by one huge lard pail, 4 1-2 feet high, finished in gold leaf, and their smoked meat department by one large papier mache ham, 4 1-2 feet high. Their laundry soap department is also represented by two huge bars of soap, 4 1-2 feet long, each; also one very large washing powder carton.

### The Huge Ham

The huge ham, lard pail and soap representatives are suspended from rafters in the ceiling. The first thing which catches the visitor's eye on entering the building from the electric tower is the huge ham suspended in mid-air. One lady thought it was from a prehistoric hog. Another, in the crampings of her hunger, exclaimed: "Oh, what a sandwich that ham would make!"

The soap and the canned meat exhibits in this display are also a departure from the conventional exposition way of showing things. The scores of boxes of finely and delicately perfumed toilet soaps, as well as the dozens of brands of the noted Armour canned meat and lunch products, are artistically displayed upon circular thick glass plates, which rise in graduating sizes, until the top one is not more than 18 inches across, while the diameter of the bottom one is fully four feet. The standards are nickel, and the glass plates are nearly one-half an inch in thickness. He was further made familiar with the fact that this brand of ham was of selected stock and mild cured. The little souvenir, which was stamped in the presence of the visitor, conveyed the remaining information which he sought about this particular ham. It said: "Nothing finer can be produced." He said to himself, "Guess that's so; I've e't 'em!"

### Display of Canned Meats

The display of canned meats contained brisket beef, ox tongues, ham loaf, chicken loaf, veal loaf, the renowned brand of Country Club goods, for which the Armour concern has been famous. These products are peculiarly adapted to public requirements on account of the removal of inedible portions of the meat, resulting in economy in their use by the public.

A gentleman coming into the exhibit asked Mr. Rodway if Armour ever killed a hog the size of the huge ham above the exhibit, and what it meant. "No," said the genial member of Armour's general staff, "that is an enlarged model of our 'Star' brand of ham."

The visitor seemed content, for he, like every one else, had evidently heard of this famous brand of Armour's pork products.

### Odd Packinghouse Products

The visitor upon entering the exhibit glances about him, and to his amazement finds that such a packing house concern like Armour & Co.'s makes the stock from which the strings of the sweetly tuned violin, guitar and other string instruments are made. He also sees exhibits of case-hardening bone, for tempering and hardening steel, poultry bone, cereal phosphate, white bone flour, bone meal, fruit and root crop, and twenty other kinds of fertilizer.

Tankage is the base of all of Armour's fertilizers.

On the right of the exhibit, as one enters, is a mysterious looking and variegated collection of products in jars, tubes and other glass vessels. On being asked about them, A. R. Rodway, assistant manager of the advertising department of Armour & Co., who designed the exhibit, kindly explained. Looking at my note book I find this:

"Beef extract is dispensed to the tired tourist from a cozily arranged corner of the booth, and many of those who, tired from sight-seeing and roaming around the grounds, seek refreshment in this delightful beverage, known the world over as the finest and most nutritious extract on the market."

"The eye also falls on the many attractive bone novelties turned out by this mammoth concern. Until recently the bones from the carcasses were not used; but now they are ground into razor handles, knife handles, collar buttons, pipe stems, and, in fact, everything in the bone line.

"By far the most attractive advertising novelty at the Pan-American Exposition is the coin-rolling machine owned and operated by the Armour concern. This little machine transforms a United States copper penny into an oval souvenir, with a cut of the electrical tower on one side and the Armour ad. on the other.

### Pepsin Exhibit

In the pepsin exhibit the greatest interest seemed to center in the pepsin, pancreatin and supernals, thyroids, etc. There is also red bone marrow, scale pepsin, lactated pepsin, etc. These and many other medicinal preparations are put up by the Armour laboratory. It is a great claim, which is substantiated, that the Armour products may be depended upon implicitly in all cases where such articles are used.

### By-Products

Uses are made of the following by-products of the Armour plant:

*Gelatines*—For making jellies, blanc mange, confections, photography, etc., purity and strength, free from taste or odor, retaining delicate and healthful constituents, which are so beneficial for table, hospital and other uses.

*Brewers' Isinglass*—For clarification of liquors, purity and strength of coagulative qualities.

*Glues*—For making pencils, paper, carpets, calsonine, plows, silks, musical instruments, cradles, coffins, furniture, hats, shoes, books, matches, desks, wood preservatives, etc. Purity, strength of tenacity and brilliant effect.

*Curled Hair*—For cushions, lounges, carriages, mattresses and upholstering of all kinds. Purity, sanitary effect, strength and resiliency. The exhibit of natural gray hog hair is to show its purity and their superior process of curing over old process, free from odor and absolutely pure and sanitary.

*Soaps*—Collective exhibit of laundry and toilet. Purity, healthful qualities and natural floral fragrance.

*Glycerine*—For medicinal and general purposes. Chemically pure and odorless.

*Sand, Garnet and Emery Paper (entirely new departure)*.—For wood and metal workers, etc. Durability and superior quality of material.

A novel article in this exhibit is pickled pig tails; there were also hog snouts and lambs' tongues.



## German-American Provision Co.



THE principal exhibit of the German-American Provision Co. is in the food section of the Manufacturers' Building. Among the exhibits are fifty varieties of canned meats.

Among them are their noted brands of Vienna sausage, sliced beef, potted and deviled hams, all of the highest order in their lines. The visitor learns of what kinds of meats these are made, and if he takes the time—and a great many do—Mr. Epstein, or his competent assistants, will explain the scientific and complete process of putting up these tasteful household and camp edibles.

### Sausages for Everybody

Sausages! The sausages made and exhibited by this company are of such great variety as to be suitable for Germans, French, Italians, English, Americans—in fact, they are to the tastes of all of the nations of Continental Europe, and everywhere a special taste for a special kind of sausage has been cultivated. Nearly half a hundred different kinds of distinct families of sausages are made. The German-American Provision Company make more sausages and more different kinds of sausages than any other concern in the United States, and that is making a big statement; a statement, however, which is true. The student of economy can stand about this exhibit and learn many useful facts.

This company also exhibits in the main booth their "Cream Table Lard." This is a pure leaf lard. It is celebrated all over Europe, and is now getting into general use in this country because the domestic market is calling more and more for a pure lard of high grade.



In the Ordnance Building is the other exhibit of the German-American Provision Company. This consists chiefly of tinned meats for army and navy use and general camp service. The little railroad, doing business all the time in the German-American Park in the main exhibit, attracts much attention and surprise. The park scene, showing the little holiday picnics and parties, is illustrative of the picnic and outing uses of canned meats for pleasure parties.

### Export Lard Boxes

A peculiar package, which at once arrests the attention of the visitor, is the elongated box packages. They are for shipping export lard. The American public has long been familiar with the lard bucket and the lard pail. It was surprised to see the cardboard lard box, holding about a pound, for sending lard abroad.

In the rear of the exhibit and facing the other aisle the unique and ingenious train which circles the park makes its perennial trips to the delight of the thousands of visitors who stop to view the

attractive things which are gathered there for their instruction and entertainment. This little train is a willing little worker that Mr. Epstein doesn't pay much attention to, but every one else does. In the Ordnance Building there stands a big, black horse, which at once arrests the attention of the sightseer. He is "packed" with products from the great factory of the German-American Provision Co., such carefully prepared commissary stores as this concern supplies Uncle Sam and other nations for army post and field operations. There are more of the varieties on the ground beneath the big steed. This exhibit was a novel and a happy practical idea.

The whole exhibit is a unique, full and instructive one. It is in keeping with the progressiveness and thoroughness of the German-American Provision Co.

## Schwarzchild & Sulzberger Co.



VISITORS to the Pan-American Exposition, as they ramble lazily among the exhibits, suddenly jerk their heads up. They have been attracted by a real looking steer standing in the center and above a lot of interesting products of the Schwarzchild & Sulzberger Co. Soon the astonished visitors learn that this is the actual skin of the famous beef steer "Advance," stuffed back to life in every line and feature that were characteristic of the finest beef steer ever produced by any man anywhere.

"Advance" is a perfect specimen of the Polled Angus type of beef. He was twenty-two months old, what is called a yearling; was bred and finished by Stanley R. Pierce, of Dresden, Ill. He was exhibited at the great International Live Stock Exposition at Chicago in December of last year, and took every blue ribbon in sight in the classes for which he was entered. He also carried off the grand trophy prize ("the Grand Champion Cup") given by the Daily Drovers' Journal. This is a magnificent, costly loving cup, and is a massive structure in solid silver. This cup has been kindly lent to the Schwarzchild & Sulzberger Co. by Mr. Pierce, and is now on view at the company's elaborate exhibit, with the famous steer which won it.

### The Beautiful "Advance"

"Advance" was bought at the auction of prize stock at the close of the livestock show, and fetched \$1.50 per pound, as he stood, live weight under the hammer. That made his 1,430 pounds bring \$2,145.

After being exhibited and carted around a bit he was still a perfect beef steer. He was slaughtered around Christmas time. He dressed in keeping with his finely rounded and finished condition, and illustrated the fact that the ideal beef steer is the proper and most profitable one. The proceeds of his carcass were given to charity. This is in keeping with the public-spirited generosity of the Schwarzchild & Sulzberger Co. The feat of securing this famous steer was due to the foresight and shrewdness of Vice President Fred Joseph, of the Schwarzchild & Sulzberger Co., who set the pace at the bidding, and, finally, landed "Advance." This world-noted steer now stands in the Schwarzchild & Sulzberger exhibit at the Pan-American, where thousands of livestock men and others stand and study his graceful lines and perfect proportions. "Advance" is thus a silent lecturer to the beef growers and beef manufacturers of this country. He is contributing his great lesson, which will reach out into and influence the years to come.

"Are you doing the Pan," a lady was saying to a friend whom she just met when a sight of "Advance" interrupted her sentence. A newspaper wag happened to be standing near. He caught up the idea, and from it coined the new exposition slang, "Doing the Pan." It is now the correct thing to ask, "Are you doing the Pan?"

## PAN-AMERICAN EXPOSITION NUMBER

F. Brandt, the courteous gentleman in charge, takes, naturally, both pleasure and pride in setting forth the points and extraordinary facts about "Advance," who is now known as the "live-dead steer." In fact, scores exclaim: "Is he alive?" Well, he looks a bit deceiving that way.

### Packinghouse Encyclopedia.

The Schwarzschild & Sulzberger Co.'s exhibit is an encyclopedia of the packing house industry. The curious man with the official program who came in from an out district asked Mr. Brandt "more'n a hundred questions," as he apologetically put it, and found that his daughter had made the following "surprisin' notes," which she read to him: "We seen glass things of neats' foot oil better'n we buy at our store; little white cakes, as white as snow, which he called oleo-stearine; lard and lard oil, which makes a farmer's lard look silly, it's so much better; oleo oil, which looks too good to eat; glue, which is glue; fertilizer products, from which the richness is made for our farm grains and potatoes. There are more than twenty or thirty different kinds of meats and foods in cans. They just made me feel so hungry to look at them in their nice, clean, artistically labeled cans. There were so many big glass jars or urns filled with sausages, tongues, bacon and a score of nice fresh meats and dried beef that made your hungry tooth water. Oh! Such finely finished agate looking bovine hoofs. Who would ever think they could be brought to look so nice and ornamental? Then the horrid, nasty bones were bleached and polished so as to look like ivory and make you crave to have them. A packing house must be a wonder and a worker of miracles."

To give this show elegance, finish and beauty a fine display of the noted Schwarzschild & Sulzberger Co.'s "American Beauty" brand of hams and bacon packed in satin has been artistically distributed among the other excellent and multitudinous articles in the company's perfect and comprehensive exhibit.

Hanging in the triangle of each of the colonnaded corners are massive bolognas, which suggest the thirst lunch. Then Bailey's restaurant is immediately sought.

### Nelson Morris & Company

**I**N going down the north aisle of the Manufacturers' Building the "Pan" doer is at once attracted by three life-sized jolly old ladies, who are sitting at a table and enjoying everything in sight. A lady has just asked, "Are they natural? No; but oh, how natural!" These three ladies are in wax, and are a reproduction of the famous "three gossips" introduced to the world in lithographic form when Nelson Morris & Co. first went into the beef extract line. Well, these three gay old gossips set every tongue wagging on the ground. Some parties even returned to settle bets and dispute as to whether they are real, or just figures. They sit at a big table in the instructive and complete packing house exhibit of Nelson Morris & Co. They are surrounded by the world's table articles.

### Fluid Extracts

There are stacks of white bottles, artistically arranged. These are the fluid extracts put up by the Morris company. The cans contain the paste extracts. In nice hermetically sealed air tight glass jars is a fine grade of sliced dried beef, specially prepared for the trade and put up by the vacuum process, which renders it impervious to air. It lives in a void and, hence, is as natural and as sweet when it comes out of the jar as when it was put in. Nelson, Morris & Co. are making new fame with this natural product. At the back of the exhibit is a fine specimen of the old type of the beef steer, when horns were a feature of the herd.

Beneath this and around the spacious walls are grouped a great

variety of canned goods and luncheon specialties. In huge glass urns are the pickled snouts and pickled goods put up by Nelson, Morris & Co. Because of the natural state and the fine flavor which attend these goods the Morris plant has found its products of this class very popular, and recently had to enlarge both its canning and pickling plants to meet the demand upon the factories. Nelson, Morris & Co. are somewhat different from the other packers, in that they make all of their own packing boxes. The new system of handling the output of the concern has not only enabled the house to fill its orders, but also to increase them. The sausage department felt this new system and the growing popularity of the Morris products to the extent of causing nearly a triple volume of output from the plants of the big company for this line alone.

### Umpire for Discussions

C. E. Dinger, who represents Messrs. Nelson Morris & Co. as manager of the exhibit, has frequently to act as friendly umpire of the many discussions which take place outside of the booth. There is an enormous bologna hanging between two columns at the left side of the exhibit. It weighs 40 pounds. Tradesmen who see it claim that it is not in a natural casing. In fact, some butchers looked at it and held that it was not in a casing at all. Upon appeal to Mr. Dinger the lot of them were surprised to learn that the huge bologna not only is stuffed in a casing, but that the weasing was from a steer killed at the Morris plant in Chicago in March. The sausage was made then, and 40 pounds of sausage meat stuffed into it. It is a curiosity. This bologna teaches the butcher something he did not know.

The exhibit of pork products of the Morris plant show the ad-



vanced lines upon which this company has moved. The "Supreme" hams, bacons and lards are triumphs in their class. They are as carefully prepared as an edible product can be, and have won their spurs from the public taste, which is a severe critic.

### Extending By-Product Sales

This exhibit shows that the concern is reaching out in the by-product lines. This is evidenced by the fine grades of oils, edible tallow, suets, ox-galls, fertilizer stock, ground blood, ground tankage, poultry bone, ground bone potash, lards and the new list of new forms of canned, field and luncheon delicacies. The visitor halts at this exhibit, and notes the hundreds of lessons which this exhibit teaches. He also learns that steel fingers, and not dirty men's claws, wood hands, and not filthy human hands, "mess with" the various by-products. The city matron learns, to her surprise, that a Morris factory sausage is cleaner than the old so-called "home-made farm sausage," because every process and part of the factory is clean, and that very little about a farmer or his implements are clean. Then why should not the factory sausage made

## THE NATIONAL PROVISIONER

by clean machinery be cleaner than the same kind of meat handled by the long-fingernailed farmer, who carries a row of dirt under the nails for flavoring his sausage meat? The factory product is cleaner and is healthier, because the farm animal is dirty and uninspected, while the packing house animal is inspected more than once to be sure that he is not a sick one.

The Morris booth is a neat, clean one, finished in ivory white and cheered by electric lights. The visitor, looking at the clean bones lying about, is astonished to learn of their uses. In fact, the exhibit tells the "Pan" tourist more than he ever knew or suspected as to the division of a meat carcass or the value of the great American packing house of the Nelson Morris & Co. variety as caterer to the needs of the home and the cheapening of the daily food of the people.

### The Jacob Dold Packing Company



"OLD Quality." That is a remark which is not only seen prominently in the Manufacturers' Building, but is constantly heard from the tongues of the thousands who daily pass the Dodd exhibit at the Pan-American.

If the visitor hasn't used the famous "Niagara" brand of hams or bacon, she seems to have tasted the widely known "Westphalian" brands. Where no particular brand was remembered the visitor had some pleasant recollections about the "Dold Quality," which seems to run through all of the company's products of whatever brand.

People are forever learning something. "Lard oil," exclaimed a lady looking at a tall glass tube so filled and marked. "Why, I thought that was something to drink." She, like hosts of housewives, thought anything bearing the name "lard" was only the white, semi-solid substance boiled in the farmer's pot, or others like it. There were other tubes with substances in them varying in color all the way from a rich, golden yellow to crystal white. They were lard oils of many kinds. There was "White Rose" lard oil and No. 8 and extras of the various brands. Then the student who studies to learn also saw samples of Dold's "White Corn lard"—a pure hard hog lard. There was also the pure "Family lard" put up



by this company; and a neats' foot oil which seemed to delight even the sensitive conjurings of the palate. The lard oils on exhibition at the Jacob Dold booth are specially prepared for lubricating purposes only.

#### Great Variety of Products

Most people think lard is only to eat. Thus the exhibit teaches the new and other lesson. Some people claim that you cannot get a pure leaf lard. Well, Dold's "White Rose" lard is not only the best brand put up by the big Buffalo plant, but it is absolutely a pure and unadulterated hog leaf lard. That is also on exhibition here.

The exhibition of fine grained bacon rounded within the head of barrels looks novel. It was the true "Niagara boneless bacon" as it comes from the factory in strips. The "Regular" mess pork not

only taught the idea of packing, but it also showed the kind of product which is put up under this head. It is a regular farm mess pork. A barrel of choice plate beef headed up so as to show the grain of the beef was a pretty exhibit of both goods and packing. Another barrel of "Boneless Ham Butts" set in a field of fat to show them to the best advantage and as they are, illustrated what a pickled "Ham Butt" is. The "Daisy Hams," shown in the next barrel, tell the pleasant story of the "butt" in bulk. A visitor said to his friend, "Gee! They look good enough to eat."

A barrel of "Light Fat Back" told the public of the neatness of the Dold products and how carefully they are handled and packed for the consumer. The neighboring barrel of "Erie County Butt Pork" conveyed the same industrial and commercial lesson.



The new "Pan-American" brand, which the exigencies of the times call for, is made and packed to fill that fat pork want. It shows that the Dolds study their trade and the demands of their customers, whether these be the distributor or the consumer.

The heavy "Niagara Clear Pork" is just what its name indicates only, it being carefully selected and packed, is of the "Dold Quality." The light brand of the same is of the same character. Each is put up to supply a special trade which calls for that grade and weight of pork. The "heavy fat back" meets the call of the consumer of that kind of hog product. The visitor sees the "Rib Belly Pork," and if he likes the streak of lean and a streak of fat pork he finds what is put up to supply the butcher who caters to trade of his kind. The barrel of "Light Clear Pork" and the "Light and Heavy Westphalia Short Cut Pork" are choice articles from the American hog, and they present the appetizing appearance which makes them popular with the camps and others who desire a highly flavoring pork.

The end barrel on the left of the entrance of the exhibit is filled with "Scotch Roll Corned Beef." It is a barrel which is much admired. It is the innocent perpetrator of many jokes, as lots of people look at it and think it is a barrel of Arizona petrified wood.

The Pan-American tourist finds by inspecting the 18 or 20 barrels at the Dold exhibit not only the various grading and qualities of the pork products put up by the Jacob Dold Packing Company, but he also sees how these goods are packed and handled. Around on the shelves and in the big white centre piece is a collection of huge glass jars filled with a variegated collection of bacon, strips, spareribs, beef hearts, tripe, pigs' feet, tongues, sausages and scores of the other products put up by this great American packing house.

#### Sausages and Hams

Stacked in graceful form at the back of the exhibit and strewn bounteously within the big white centre case are the various kinds of canned sausages, boneless hams, skinless hams, and the different kinds of casings, products put up by this company's factories. On the top shelf are stacks of lard pails and other vessels.

The visitor to the Dold exhibit learns the lesson of a good packing house and the information is cheerfully given by George Reister, the well-posted gentleman who meets the public with a never-failing smile and courtesy.

**Libby, McNeill & Libby**

LIBBY, MCNEILL & LIBBY'S great canning and by-product factory has been transferred from Chicago to the Pan-American in the form of a perfect large working model.

It sits in the centre of the very large space this company has secured. The big red structure is built here just as it is in Chicago, and the plant is in operation. The railroad tracks are run around the plant just as they are at the Union Stock Yards. The miniature cattle are unloaded from the small cars and carried on a belt trolley to the top of the building over a zig-zag course. (In life the cattle walk up.) On the roof, six stories high, they are yarded to be drafted, as needed, to the slaughter floor, where all of the process of killing is shown. Thence the beef products work themselves back over distributive lines and through their various departments until they again reach the ground floor and the transportation lines to be hauled in refrigerator cars to every part of this country and the world.

This live-going packing house is a constant excitement. It is filling our citizens with ideas which they never before possessed. At the side of this reproduction of the immense plant of Libby, McNeill & Libby is a large "Ferris Wheel." It revolves all the time. In the carriages are cans of the multitudinous food products put up by this company and now in use all over the universe. Sitting in the casement of the window are edible tallow, pickled goods and other by-products of this great plant.

At night the plant and the wheel are brilliantly illuminated, and present a handsome spectacle.

The horses and wagons stand around, and go in and out just as they do in Chicago. The "Melrose Pate" is one of the newest special products. It is a food loaf prepared from game, veal and ham. There is also a chicken, veal and ham pate. This is likewise a canned luncheon novelty. The luncheon cottage veal loaf, cottage ham loaf and the chicken loaf are also shown in neat and pleasing packages. These have won their popularity.

**Lunch Foods**

Corned beef hash is a homely old name, but the article put up by



Libby is "like that mother made" and is gaining in esteem. It is a very fine table article. Turkey and tongue (calves' tongue and boned turkey together) is another exquisite dish now put up at this plant. These are some of the eighty-odd delightful articles which serve to enrich the pleasures and the dinner of the picnic party. The meat ingredients of all these articles are from the carcasses of animals whose bodies and carcasses have been inspected over and over again by the government and may be said to have triple bills of health. Mrs. Chamberlain, the able and diplomatic lady who greets the visitor, always leaves a pleasant memory of her wares and herself in the tourist's mind.

In the Ordnance Building No. 2 is a very interesting and instruc-

tive army exhibit. It is made up of the meat products packed by Swift & Company and Libby, McNeill & Libby, of Chicago. It is a representation of a commissary supply train in camp for the night. It is packed with provisions for transport in the enemy's country, with infantry and cavalry escorts, with arms and equipments, in full marching order. The scene in the exhibit represents the convoy in camp, showing the mess chest and cooking utensils for use by the detachment. This improvised camp is given a touch of nature by the dropping of a bit of green moss here and there about the tent, inside of which is the cot and mess table. On the wagon are original barrels as they are received by the government.

The hams are specially cured for campaign service, and are then packed in salt in barrels, using 100 pounds of salt to the tierce.



There was also on this land transport a barrel of mess pork (200 pounds). The bacon was also specially cured. It takes not less than 53 days to cure government ham and bacon supplies. The finer grades of these goods go to the officers' mess. The sliced bacon is put up in 1, 5 and 9 pound packages.

All of the army commissary rations of this class put up by these concerns are specially prepared for the government. The lard is specially made for use in the tropics. It never goes rancid.

The gentlemanly soldier in charge of this army exhibit is ex-Sergt. E. B. Floyd, of the Third United States Cavalry. Sergt. Floyd has seen eight years of active service, including the Spanish-American war and the war in the Philippines.

**Fischer Mills**

THE nutshell of the Fischer Mills exhibit is that it shows the coffee bean from the tree to the mouth. There are two good-sized trees with the growing coffee beans on them just as they grow. These coffee trees arrived, in their bearing state, from the coffee plantation.

**The Central Figure**

The floors are laid with tile made by the American and Caustic Tile Company, of Zanesville, O., a Fischer concern. The centre of the floor is set with a figure of warm southern type. The foot rests on a package of nectar Java and she holds in her hands a steaming cup of coffee. This is all worked out in tiles. The architecture of the booth is Spanish-American in character. The exterior is all in coffee beans. It is, in more senses than one, a coffee house, made of coffee and with the coffee scheme through it all. The general public gets the practical and the educational idea, seeing the native beans and the coffee blends. The practical housewife also learns what is good coffee, in the bean, and how to make the delicious brew. In this the Fischer Mills teaches the practical and the home idea. The Zanesville concern also put in the tiled bathroom constructed in the exhibit of the J. L. Mott Iron Works. It is much admired.

**Comfortable Reception Room**

The entertainment and social feature of the Fischer Mills exhibit is also characteristic of this progressive house. A nice and comfort-

able reception room is provided for guests where they may not only rest, but study some of the interesting features of this educational exhibit and the exhibits of others.

Charles D. Petrie, who meets the inquisitive guest, sends him away with a treasure of knowledge of the coffee which he had not before. The tourist begins to look on the fragrant coffee bean and its brew from a better point of view.

## N. K. Fairbanks



SORTHERN tourists can go into the exhibit of the N. K. Fairbank Company, which originated and makes the famous article, "Cottolene," known wherever there is a cook. The visitor is at once taken back to the southern cotton plantation, through the cottonseed oil mill, and made familiar with all of the stages of evolution through which cotton oil goes until that final stage at which the N. K. Fairbank Company takes it and turns it into "Cottolene."

The tourist is first shown the cotton boll of the cotton plant; then the seed from this product, then the crude oil just as it runs from the rollers as they crush the seed; then he sees the various grades of cooking, burning and salad oils which come from this crude product. The visitor then sees the cottonseed meal which is used for feeding livestock and building beef, and the hulls, which are ground into a fertilizer stock. The cotton linters are also seen. They go into the manufacture of paper, carpet linings, and, in England, into a form of pressed cloth.

The "Pan" visitor sees another product. It is stearine. This is made from what is left in the press cloth after pressing summer yellow into winter oil. The "foots" also attract his attention and he feels interested when told that it is made from the residue left after refining crude oil into summer yellow.

"Cottolene" now takes up the running. It is made from the very finest of refined and deodorized cottonseed oil and the very finest fresh beef suet which it is possible to get. "There is no wonder, then," said a visitor, "that it's so fine for cooking."

"Cottolene" has got rid of every semblance of odor. As it is now made it is one of the finest greases in existence for "shortening" bread, cakes, biscuits or any pastry which the housekeeper desires to make where butter formerly was used. Besides, it is cheaper, because you use one-third less than either lard or butter. It is so conveniently packed—in 2, 4 and 10 pound pails—that one can get it in any quantity and at any grocery in any part of the country.

The demonstrator fully illustrated the cooking value of "Cottolene" by the simple process of having pastry, cakes, etc., cooked with it and serving the articles right in the exhibit.

"I am not content with a cake made with butter. It is not so light or tender as a cake made with cottolene. It makes a very fine short, but not greasy, pie crust," said Mrs. Marshment, the lady in charge.

The Fairbanks concern has a practical kitchen going. Mrs. Marshment is a graduate from one of the best cooking schools in this country. She is ably assisted by cooking experts. Her pretty assistant was virtually brought up on cottolene, and is sometimes called Miss "Cottolene," though her real name is Miss Hills. Mrs. Marshment is a natural cook with a genial spirit boxed in a pleasant physical exterior. In the exhibit is a full-fledged kitchen, and every facility is given to instruct the inquisitive visitor. The delicacies eaten are tasty and better than the average egg powder and chemical compound thing usually found in the average bakery.

Just over the fence, around on the other side, is Charles G. Walker, one of the ablest men of the staff of the American Cotton Oil Co. This concern has a most instructive exhibit here.

## VALUABLE REFERENCE MATTERS

### Packages for Tallow and Grease

**T**HE item of packages is a very important one in the packing house. It sometimes does not receive the consideration that its importance warrants. This is more true in the matter of second-hand packages for tallows and greases than it is for lard, oleo oil and other higher priced products. Although a material may be of poor quality and bring but a low price, that is no reason for thinking that any old barrel or tierce is good enough to put this material into, as the loss occasioned through leakage is nearly always in excess of what a first-class package would have cost in the first place.

A second-hand barrel suitable for grease may be of several kinds, but it will be found that the cheapest in the end is an iron-bound barrel. Empty glucose barrels are very suitable for tallow and grease, as they fulfill this requirement and in addition are of good size. The larger the barrel, within limits, the less is the cost per hundred pounds for the package. Further than this, the uniformity of a shipment of tallow or grease in the same kind of packages, while not demanded or required, is an advantage to the ultimate buyer, who figures on obtaining something for the package, after he empties it. It has been observed in certain packing houses that sometimes very loose and broken barrels are purchased for filling grease and for some tallow. The cost of the package appears on the books at perhaps 25 cents, for example. The barrels are sent to the cooper shop to be fixed and trimmed. Does this cost appear against the packages purchased at the 25 cents? We venture to say it never does; the labor cost of the cooper shop is simply another item of expense, classed under "expense for cooperage." After putting on, in many cases, almost double the original cost of the barrel, the actual expense to the house, in one way or another, is very frequently much more than a first-class barrel could have been purchased for. In almost every case where a package cannot be used directly when taken into the house, it is poor business policy to purchase it at all. It is much better to pay a few cents more for the package in the original purchase than to spend afterwards a far greater amount in making the package tight, suitable for holding material without leaking.

### Fertilizing Materials

**A**PPENDED table shows how some of the common fertilizing materials may vary in their percentages of valuable fertilizer constituents. An average has been taken from actual analyses made, and presents a general average. The table may be found useful for compounding mixed fertilizers.

Material.	Moisture.	Nitrogen.	Acid.	Phosphoric Potash.
Dried blood .....	2- 5	12-15	—	—
Tankage—low grade .....	7-10	5.5-7.5	10-15	—
Tankage—high grade .....	7-10	8.5-10	6.5-12	—
Mixed tankage and blood.....	7-10	7.5-8.5	8-10	—
Raw bone .....	3- 6	3.5-4.5	20-25	—
Steamed bone .....	7-10	2-4	20-30	—
Concentrated tankage .....	3- 8	11.5-13.5	—	—
Hoof meal .....	2- 4	14-16	—	—
Azotine—beef .....	2- 5	10-12	2- 5	—
Azotine—pork .....	2- 5	11-14	1- 3	—
Garbage tankage .....	2- 6	2- 4	1.5- 3	2-3.5
Cottonseed meal .....	6- 8	6.5-7.5	2-2.5	1.5-2
Cottonseed hull ashes.....	—	—	7-8.5	22-20
Ammonium sulphate (white)...	2- 3	20.25	—	—
Ammonium sulphate (brown)...	3- 6	18-19	—	—
Sodium nitrate .....	2- 3	16	—	—

## Microscopic Inspection of Meats



HE Bureau of Animal Industry is part of the Agricultural department of the United States. There is a branch of this bureau at every point in the country where there is a packing house. Taking Chicago as an example, the bureau there consists of: One chief, one veterinary inspector, and thirty-five assistant inspectors. These thirty-seven men are all veterinary surgeons who have had to pass a difficult civil service examination to obtain their positions. In addition there are 116 other men known as live stock agents, stock examiners, and taggers. The microscopic department consists of 110 women over twenty years of age. Not only the veterinary surgeons, but every one else connected with the bureau has had to successfully pass the examination of the United States Civil Service Commission to secure their positions.

is necessary to properly carry on the work of the inspection of the establishment of which he has charge.

An ante-mortem examination is made of all animals arriving at the stockyards. Any animals found to be diseased or unfit for human food are marked by placing in the ear a metal tag bearing the words "U. S. Condemned" and a serial number. These condemned animals are at once removed from the pens containing animals which have been found to be free from disease and fit for human food and are at once disposed of to prevent any possibility of their being used for food. The following are considered sufficient to cause any animal to be condemned: (1) hog cholera, (2) swine plague, (3) charbon, or anthrax, (4) rabies, (5) malignant epizootic catarrh, (6) pyaemia and septicaemia, (7) mange or scab in advanced stages, (8) advanced stages of actinomycosis, or lumpy jaw, (9) inflammation of the lungs, the intestines, or the peritoneum, (10) Texas fever, (11) extensive or generalized tuberculosis, (12) animals in an advanced stage of preg-



The halftone cut which appears in connection with this article was reproduced by us from a handsome photo which was furnished by the courtesy of Armour & Co., Chicago.

A series of rules dealing with the bureau governs its workings. These rules, which are very explicit, have the force of law.

It is interesting to note how the inspection is carried out. An inspector appointed by the Secretary of Agriculture, is placed in charge of each slaughtering house, canning, salting, packing, or rendering establishment engaged in slaughtering or packing cattle, sheep, or swine, the carcasses or products of which are to become subject to interstate or foreign commerce. This inspector has under him such assistant inspectors and other employees as

nancy, or which have recently given birth to young, (13) any disease or injury causing elevation of temperature or affecting the system of the animal to a degree which would make the flesh unfit for human food. Any organ or part of a carcass which is badly bruised or affected by tuberculosis, actinomycosis, cancer, abscess, suppurating sore, or tapeworm cysts must be condemned; (14) animals too young and immature to produce wholesome meat, (15) animals too emaciated and anemic to produce wholesome meat.

When the product is ready for shipping it is packed in a box and the box is labeled with the official number of the packing-house, the number of pieces or pounds, the shipping marks, and

with the words "Inspected according to act of Congress." Above these markings are the words in large letters "For export." Then there is a certificate with a serial number issued by the bureau pasted on the box, and this certificate is thoroughly covered with tin. In addition another certificate with the same serial number is issued in duplicate, the original of which is sent to the consignee, who, when he receives the package, takes off the tin, looks at the number on the certificate pasted on the box and compares it with the other certificate which has been forwarded to him. The duplicate of this prescription has to be presented at the port of export before the package will be received for shipment.

During the whole process of manufacture from the time that the sample is taken from the hog until the product is boxed and stamped ready for shipment it is under the actual supervision and observation of the bureau, and it is utterly impossible for any packer, no matter how much he may be inclined to use condemned meat, to do so, for he would so easily be caught.

### Valuable Packinghouse Notes



N average bullock will yield about eight pounds of dried blood and eight pounds of dry tankage, the latter yield depending largely upon the disposition and utilization of the by-products.

In cooking lard a short-time high pressure is not as beneficial as a lower pressure for a longer period. From 25 to 30 pounds' pressure for ten to eleven hours will give good results in tanking lard stock.

The by-products from slaughtering a bullock are usually estimated at a valuation in the raw state of about \$1. This does not include the hide, which will weigh in the green state from the average bullock from 55 to 75 pounds.

The allotment of small stock should be done in the same way as with cattle; particular care, however, should be taken in the estimation of the price of the offal, as the fluctuations in the price of calfskins and pelts cut quite a figure in this matter.

An excellent cement for steam pipes is made as follows: Rub as fine as possible litharge, 2 parts; powdered slacked lime, 1 part; pulverized sand, 1 part. Mix the whole well with sufficient hot linseed oil varnish to form a stiff paste. Use the cement while it is fresh and warm.

All waste and wash water in the packing house should be conducted to catch basins, where any grease carried by the water and washings will be caught and saved. The catch basin is an important adjunct to all places handling animal products, and it saves annually many thousand pounds of grease, which otherwise, by escaping into the sewer, becomes a total loss.

Calcium chloride solution is advantageous to use in the circulating refrigeration system in place of brine, where very low temperatures are required. Brine, when subjected to such, becomes thick and sluggish; calcium chloride solution, on the contrary, remains thin at these temperatures, being capable of being pumped through the system of pipes with ease, the reverse being the case where brine is used.

Sixty pounds of dressed beef for each 100 pounds of live weight is considered a good average, and indicates that the animal was good stock in first-rate marketable condition. Of course, the choice cuts, consisting of the ribs, sirloin and rump steaks, constitute only about half of this. So that an animal which weighs 1,000 pounds

live weight will produce but about 600 pounds of dressed meat, of which the choice cuts will amount to about 310 pounds and the "coarse meat" to 290 pounds.

It is not safe to pack any kind of beef in summer until it has passed through the pickle tank, and then been thoroughly examined before packing, as it sometimes happens that the animal may be feverish or overheated at the time of slaughter, and no matter how much care may be bestowed on the carcass the meat may become unsound after it has been salted. In every and all cases care must be taken to see that the animal heat is out of the meat before placing it in pickle, and if it has become heated while in transit it must be chilled again before it is salted.

A requisite in the packing industry essential to success, is absolute cleanliness everywhere at all times. This cannot be too strongly emphasized. When the operations for the day are completed, tables, benches, floors and all machinery and utensils used should be thoroughly washed and scrubbed with scalding hot water to which has been added some sal soda. This removes the grease and other accumulations of the day from these articles, and prevents them becoming foul and breeding places for flies and germs. It also leaves everything in condition to start work again without unnecessary delay.

After floors and benches are scraped and scrubbed, before they become perfectly dry, salt should be scattered very freely over them. By this they are kept sweet and in a presentable condition.

The value of water as a cleanser and disinfectant is too well known to need discussion. Its plentiful use at all times is a safeguard against foul and disagreeable odors. An important item to be considered in connection with every packing and rendering establishment is a reliable supply of good water free from (and guarded against future) contamination. Ample provision for good sewers and drainage should also be made. Wherever practicable, tile instead of wood should be used for this purpose, as the latter will in a short time become very foul, and, instead of eliminating conditions that tend to create nuisances, become nuisances themselves.

Meats contain large and varying amounts of water. For the purposes of mastication, swallowing, etc., of course, this is better than if the meat were dry; but the water contained in flesh has no greater value as food than other water. From this, it follows that the greater the amount of water in a given weight of food, the less is its relative nutritive value, for it will contain a less quantity of nutritive material. In general, the greater amount of fat in a given cut, the less is the amount of water. A lean cut of beef may have 75 per cent. of water, while a fat cut from the same animal may not contain more than 50 per cent.

In handling tankage all possible grease should be obtained from it by cooking and pressing, and the hot pressed tankage passed through the dryer as soon as practicable. Decomposition should never be allowed to set in in any kind of tankage or fertilizer material, as sour material is very difficult to handle properly, creates a most undesirable stench, and is constantly losing ammonia. Care should also be taken to handle dried material properly, as allowing it to heat in bulk lessens the percentage of ammonia. Tankage and blood from the dryer should be spread thinly and allowed to cool before piling. This will prevent heating and consequent decomposition.

Sodium oxalate or sodium tannate will prevent boiler incrustation effectively. The constant presence of the alkali protects the iron from any injurious action of the tannic acid. Under the action of either of the foregoing, the scale-forming impurities are

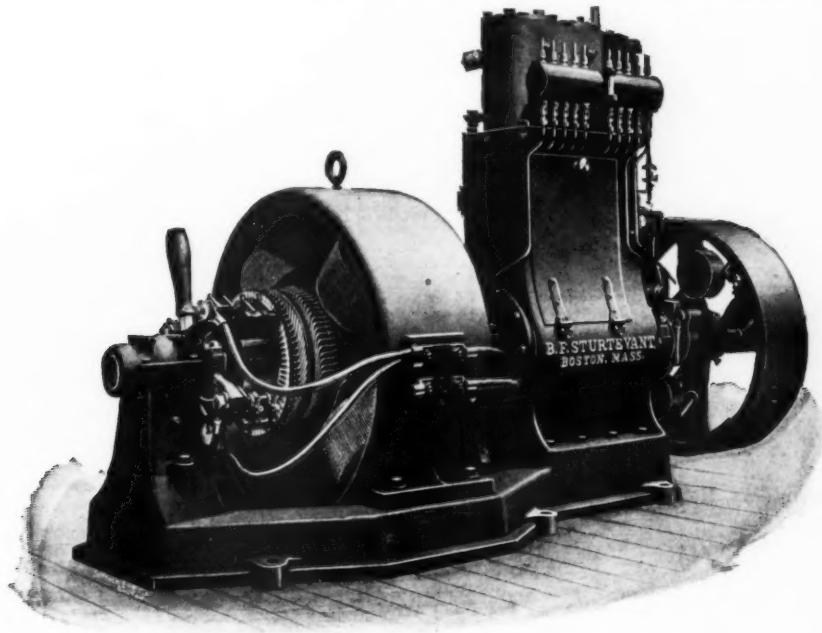
## PAN-AMERICAN EXPOSITION NUMBER

converted into a mud having no scale-forming tendency, which settles into the mud drum, from which it may be readily blown at will. To effect a cure for boiler scale, no universal panacea is applicable, a chemical analysis of the particular water being necessary, in order to give the proper ingredients and the proportions thereof, to "break" the water and to prevent incrustation in the boilers. Caustic soda also acts, with many waters, as an excellent boiler compound.

The most simple and efficacious method of thoroughly cleaning the various parts of machinery that have become gummed and dirty by use of fat oils for lubricating purposes is as follows: Make a strong soda lye by taking caustic soda, or ordinary soda; this solution to be allowed to boil and enter the parts to be cleansed, for this purpose either boiling them in lye or having them steep in it for some time. In this manner all the dirt and oil resin are completely dissolved, it only remaining to rinse and dry the parts treated. The action of lye, under these circumstances, is such that it enters into combination with the oil and forms a soap, which is readily soluble in water. In order to prevent any hardening of the

combined with the equally extensive line of engines, these form a series of generating sets which cannot be equalled for variety or adaptability. One of these, consisting of a 5x4 enclosed double upright engine and a standard 12 K. W. 4-pole generator, is illustrated herewith.

The engine is of the type originally designed for the severe work of forced draft fan propulsion on the vessels of the United States Navy. The cylinders are placed side by side in the same casting; the cranks are set opposite, i. e., at an angle of 180 degrees. Steam being admitted simultaneously to the top of one cylinder and the bottom of the other, the reciprocating parts are balanced in their movements and high speed is made possible. The cylinders are of large diameter as compared with the stroke, so that great power may be developed at high rotative but moderate piston speed, making the engine particularly suitable for direct connected dynamo driving. The steam admission to both cylinders is regulated by a single piston valve, under the control of a shaft governor of the same design as that used upon the single upright engines. All moving parts subject to friction are of steel and the bearings of



lubricant on the machinery parts, it is only necessary to add about one-third kerosene.

### A New Sturtevant Generating Set

**M**ODERN steam engineering practice demands an engine capable of sustained operation at high speed, possessing the utmost refinement in the matter of speed regulation and developing the maximum horsepower with the minimum of weight and floor space. For many years the B. F. Sturtevant Company of Boston, Mass., have devoted themselves exclusively to the most careful design and development of an extensive line of simple, compact and absolutely high-grade engines to fulfill these requirements. That they have succeeded is best evidenced by a record of nearly eight thousand engines of various types built and sold since they entered this field. Their experience in fan practice has been of untold value, for the conditions have been such as to concentrate attention upon the essential features of high speed and continuous operation. The somewhat more recent development of the fan motor by the same company has placed at its disposal a very complete line of machines ranging in capacity from one-quarter to 125 horsepower. Constructed as generators and com-

plete size. Automatic relief valves are provided to prevent any danger of damage by water in the cylinder.

Complete sight-feed oiling arrangement from a single oil tank connect with all of the bearings, and the frame is so constructed as to readily and entirely enclose all running parts, while still leaving them perfectly accessible by the mere opening of the door.

The magnet frame of the generator is of cast steel, and the shaping of the pole pieces and proportioning of magnetic field and armature is such as to insure absolutely sparkless operation under all changes of load. The temperature rise after a full-load run of ten hours will not exceed 40 per cent. The bearings, which are ring oiling, are built upon the ball-and-socket principle.

The armature is of the barrel-wound type. The cast iron flange, bolted to the armature spider at each end of the core, forms a support as well as a cylindrical receptacle for the projecting ends of the coils. The flange extension also protects the windings from any oil that may be thrown from the bearings. The surface of the interior of the armature is perfectly smooth, offering no opportunity for the collection of oil or dust. Ventilation is effected by the use of specially constructed vanes, forming air ducts between the laminae of the core. These convert the armature into a blower, and create a strong draft through the windings.

## TESTS OF HOGS MADE AT CHICAGO SHOWING YIELDS PER

SIDE MEATS.	AVERAGE OF LIVE HOGS.	AVERAGE WEIGHT AND YIELD OF SIDE PIECES.	
		Average.	Yield.
Backs, Short Clear.....	272 lbs. average.	18 Side Pieces.....	14 <sup>4</sup> <sub>5</sub>
Bellies, "		17 "	13 <sup>9</sup> <sub>8</sub>
Backs, " (rough).....	305 "	31 "	21 <sup>3</sup> <sub>8</sub>
Bellies, "		18 "	12 <sup>0</sup> <sub>5</sub>
Backs, "	177 "	13 "	16 <sup>7</sup> <sub>8</sub>
Bellies, rib in .....		12 "	14 <sup>6</sup> <sub>5</sub>
Birmingham Middles.....	196 "	38 "	37 <sup>1</sup> <sub>0</sub>
Cumberland "	150 "	26 "	35 <sup>6</sup> <sub>6</sub>
" "	180 "	32 "	37 <sup>2</sup> <sub>3</sub>
" "	210 "	38 "	40 <sup>3</sup> <sub>0</sub>
" "	225 "	42 "	40 <sup>6</sup> <sub>7</sub>
Dublin "	120 "	20 "	35 <sup>4</sup> <sub>9</sub>
Extra Short Clear Middles.....	309 "	44 "	26 <sup>5</sup> <sub>2</sub>
Loins (from same).....		15 Loins	9 <sup>4</sup> <sub>2</sub>
Lard, Loins, Skinned Shoulders, Hams, etc.....	360 "	17 "	9 <sup>3</sup> <sub>7</sub>
Long Clear Middles.....	240 "	50 "	43 <sup>5</sup> <sub>1</sub>
Long Rib "	130 "	24 "	35 <sup>0</sup> <sub>0</sub>
Mess Pork.....	315 "		37 <sup>6</sup> <sub>8</sub>
Short Rib Middles, regular (inferior hogs).....	250 "	40 "	33 <sup>0</sup> <sub>0</sub>
" " " (prime hogs).....	280 "	48 "	35 <sup>8</sup> <sub>2</sub>
" " English.....	180 "	26 "	26 <sup>5</sup> <sub>6</sub>
" " square shoulder off.....	240 "	36 "	30 <sup>8</sup> <sub>7</sub>
Short Clear Middles.....	312 "	64 "	31 <sup>7</sup> <sub>4</sub>
Stafford "	215 "	36 "	34 <sup>0</sup> <sub>4</sub>
Stretford "	136 "	26 "	35 <sup>8</sup> <sub>3</sub>
Wiltshire "	210 "	58 "	57 <sup>6</sup> <sub>5</sub>
Yorkshire "	210 "	40 "	37 <sup>5</sup> <sub>4</sub>

These are fair "*all the year round*" yields. The experienced packer understands that yields vary according to season. Spring and early summer yields are usually the poorest and mid-winter the heaviest. Wagon hogs and those which are shrinked in curing are heavier according to length of time in curing (on dry salt cured meats).

PAN-AMERICAN EXPOSITION NUMBER

100 POUNDS LIVE WEIGHT OF MEATS (GREEN) AND LARD.

YIELD, AVERAGE AND CUT OF HAMS.		YIELD, AVERAGE AND CUT OF SHOULDERS.		YIELD OF LARD.	TOTAL YIELD.	CREDIT FOR OFFAL.
Average.	Yield.	Average.	Yield.			
15½ Short Cut.....	11 <sup>4</sup> 2	17 Square.....	12 <sup>6</sup> 5	16 <sup>4</sup> 2	68 <sup>9</sup> 2	35c. per 100 lbs.
17¾ " .....	11 <sup>8</sup> 5	17½ Regular.....	11 <sup>6</sup> 1	15 <sup>4</sup> 7	72 <sup>3</sup> 6	35 "
10½ " .....	12 <sup>0</sup> 4	9½ " .....	10 <sup>3</sup> 7	9 <sup>5</sup> 0	63 <sup>1</sup> 4	35 "
15½ Stafford.....	15 <sup>4</sup> 3			11 <sup>7</sup> 7	64 <sup>3</sup> 0	40 "
13¾ Long Cut.....	18 <sup>2</sup> 9			11 <sup>8</sup> 9	65 <sup>8</sup> 4	20 "
16¾ " .....	18 <sup>6</sup> 3			12 <sup>0</sup> 6	68 <sup>6</sup> 2	20 "
19¾ " .....	18 <sup>1</sup> 8			12 <sup>3</sup> 3	70 <sup>8</sup> 1	20 "
20¼ " .....	18 <sup>0</sup> 5			12 <sup>5</sup> 0	71 <sup>2</sup> 2	20 "
11 " .....	18 <sup>2</sup> 9			10 <sup>6</sup> 6	64 <sup>4</sup> 4	30 "
18½ Short Cut.....	12 <sup>1</sup> 5	16½ Regular.....	10 <sup>6</sup> 7	15 <sup>2</sup> 5	74 <sup>3</sup> 1	25 "
17 " .....	9 <sup>4</sup> 4	12½ Skinned.....	7 <sup>0</sup> 0	45 <sup>2</sup> 3	71 <sup>0</sup> 4	18½ "
14 " .....	11 <sup>5</sup> 4			13 <sup>8</sup> 7	68 <sup>9</sup> 2	35 "
12 Long Cut.....	18 <sup>4</sup> 4			11 <sup>5</sup> 2	64 <sup>9</sup> 6	30 "
17½ Short Cut.....	11 <sup>0</sup> 0	17½ Regular.....	11 <sup>1</sup> 4	16 <sup>1</sup> 7	76 <sup>0</sup> 8	20 "
15 " .....	12 <sup>0</sup> 0	14½ " .....	11 <sup>5</sup> 0	15 <sup>0</sup> 0	71 <sup>5</sup> 0	20 "
17 " .....	12 <sup>2</sup> 6	15½ " .....	10 <sup>9</sup> 7	15 <sup>2</sup> 0	74 <sup>2</sup> 5	20 "
16½ Long Cut.....	18 <sup>1</sup> 4	10½ " .....	11 <sup>7</sup> 9	13 <sup>3</sup> 1	69 <sup>7</sup> 9	20 "
14½ Short Cut.....	12 <sup>0</sup> 0	17¾ Square.....	14 <sup>7</sup> 4	15 <sup>6</sup> 0	73 <sup>3</sup> 0	20 "
29 Long Cut.....	18 <sup>7</sup> 0	20 Regular.....	12 <sup>8</sup> 3	12 <sup>8</sup> 8	75 <sup>2</sup> 0	25 "
19½ " .....	18 <sup>0</sup> 2			12 <sup>3</sup> 6	64 <sup>4</sup> 2	50 "
12½ " .....	18 <sup>4</sup> 5			11 <sup>4</sup> 2	65 <sup>7</sup> 2	30 "
				9 <sup>7</sup> 5	67 <sup>5</sup> 0	18 "
18½ " .....	17 <sup>8</sup> 9			12 <sup>3</sup> 1	67 <sup>7</sup> 4	25 "

ing to the season and quality of the hogs, slop-fed coarse hogs yielding much less than smooth corn fed hogs shipped short distances will, as a rule, show heavier shrinkages than hogs killed in Chicago. We give green yields

## A Prime Beef House



HE house of Ottmann is so well and favorably known to consumers of the best meats that an introduction is hardly necessary. It is sufficient to say that they, besides doing a choice general trade, have supplied almost all leading hotels, restaurants, clubs of Greater New York, and the transatlantic coast line for many years, and are still doing so. One instance gives a line on the quality of the goods and the popularity of this firm. When the Fifth Avenue Hotel opened its doors forty-two years ago, the late William Ottmann personally delivered the first beef in a butcher cart, and the Ottmanns have been supplying this noted old hostelry ever since; that speaks for itself. The business has been established over fifty years. Since the death of William Ottmann, Louis Ottmann has been at its head. The firm kills its own cattle at the Fifty-ninth street abattoir, one of the cleanest and best equipped slaughter houses in the country, and a trip to the offices of Ottmann in Fulton Market will show more blue ribbons for prize-winning and pedigree cattle slaughtered by one house than can be shown by any other concern in existence. It is sufficient for a hotelkeeper to announce that "we use Ottmann's meats" to satisfy the most fastidious. It is largely due to the Ottmanns that Fulton Market has gained its world-wide reputation, as steamship lines to nearly every civilized port in the world handle the Ottmann meats, and after fifty years of experience in doing business with the largest hotels, restaurants, clubs and steamship lines, it is safe to say that Gibraltar has no better name than has the firm of Ottmann.

## Trade Mark Values



**TRADE MARK**—Any symbol, mark, name, or other characteristic or arbitrary indication secured to the user by legal registration adopted and used, as by a manufacturer or merchant to designate the goods he manufactures or sells, and to distinguish them from the goods of competitors.—Standard Dictionary.

That is one definition of a "trade mark." It is also the theory of what a trade mark should be. It does not apply to trade marks in the United States, at least under our present laws, for they are not "secured to the user by legal registration." A de facto definition, applicable to this country, would read something like this:

**Trade Mark.**—Any symbol, mark, name or other designation made valuable as a distinguishing indication of a certain brand of goods in demand by the public, and intended to be infringed and simulated by sharpers and swindlers at the expense of the originating manufacturer or merchant, and especially intended as an aid to fraudulent competitors."

The department at Washington having charge of the registration of trade marks, and which process of registration is supposed to secure the trade mark "to the user," is nothing if not liberal. It assists applicants for trade marks by making registrations that are clearly infringements upon others, even going so far as to register the same name for different people two or three times. The department is worse than worthless; it spreads confusion.

The theory of trade mark registration is the correct one. A trade mark under proper conditions would mean an insurance to the buyer of a commodity that he was getting a certain brand, made by a certain manufacturer. If that principle was carried out a trade mark would be immensely valuable for a popular article. It would be the strongest possible theme for an advertisement. Under present conditions, where trade mark owners are so careless with this part of their property, the better the mark or label or other distin-

guishing device becomes the more it is copied and simulated by swindlers.

The remedy is at hand and every owner of a trade mark, label, or special package or other distinguishing device should inquire into it. It is also possible to evade duplicate registration. The means is through a company especially organized for the purpose of caring for trade mark business. If you are interested in this feature of business promotion drop an inquiry to the International Trade Mark Protective Company, 320 Broadway, New York, and you will learn some interesting things.

## A Trade Light from Harvard



Takes a rare genius to pilot a meat and provision business through the hard times of the last three years and at the finish land it on a higher level. Morris A. Buchsbaum,

who has the important business at the noted old stand corner Thirty-ninth street and Ninth avenue, has won his spurs as a trade pilot and business man. The following facts are supplied by close personal friends of the young man: Mr. Buchsbaum was conspicuous for his brightness at school and was the valedictorian of his class at the River View Military Academy, Poughkeepsie, N. Y., and won the same honor at Harvard in a class of 300 students. He put his highly educated brain and strenuous energies into his business and made the success of which so much is heard.

Mr. Buchsbaum intended to be a lawyer, but his inherent business instincts robbed the bar of him. He trained for his present line under his shrewd father and carried the sagacity of the latter into his own house when he started for himself. He at once made a hit with the good hotel and restaurant trade of New York City and the nearby towns. He has in his life plans, framed a large slaughtering plant in a distant center in the West with a cordon of large retail stores. His conception is a clean-cut business one, and he has the courage, brains, and ability to build the substance in this plan. He does not know what it is to get tired or how to feel discouraged. He hustles every minute in the day. Such men become leaders and in later life leave the landmarks of their work behind them.

The polish and the training of old Harvard lose none of their grace as such men exhibit them in the meat business. Mr. Buchsbaum is a light to young business men and an honor to the trade which he ornaments.

## Ball-Bearing Scales



HE provision trades are interested in the improvements that are made in scales. A vital part of the business is the weighing of goods sold over the counter. This being accepted as a fact, these trades will appreciate some of the points of the scales made by the W. F. Stimpson Company, Detroit, Mich. These scales are self-computing—they give the weight and at the same time show, by the one movement, the money value of the goods. This is done by the graduated scale of prices on the indicator. By means of this device no error can be made in computing prices, and there is, therefore, economy and profit to the user.

Stimpson scales combine the qualities of sensitiveness, accuracy, durability and simplicity of operation. They are handsome in design and artistic in finish; have hardened steel pivoted bearings throughout the platform construction, which insures strength and durability where most needed; they have an independent ball-bearing platform, supporting frames, and agate fulcrum bearings.

# BORAX AND ITS MANY USES

BY ANDREW TORR.

A Practical Tanner, and other experts



**BORAX** was used by the Egyptians in the process of tanning their bright colored leather with vegetable and mineral tannins. It was also used by the Romans in leather manufacture.

Borax is found as a saline incrustation on "dry marshes," which are the bottoms of extinct lakes. These deposits are found in the mountainous regions of Peru and Chili, and also in Asia Minor. Valuable deposits have been discovered amid the arid plains along the Pacific coast of our own country.

#### GENERAL USE IN TANNING

One of the first things to be looked to in perfect tanning is the quality of the water. In addition to their hardness many of the waters, while apparently pure in aspect and in taste, are infested with microbes, ferments and germs of both vegetable and animal origin, to such an extent, as to render them entirely unfit for soaking purposes, without the addition of some good antiseptic. For this purpose nothing quite equals borax. Waters may, of course, be such that nothing can render them fit for soaking purposes. Borax is always helpful.

Thorough soaking is of great importance for all classes of leather. Tanners frequently neglect their soaks and many of their troubles can be traced back to the soaks—such troubles, for instance, as an unevenly colored grain, difficulty in striking hides through in the tanning liquors, raw spots in leather after it is opened or split; also hard, tinny leather. Since the liquor in the yard will not combine with imperfectly softened hide, thorough soaking, especially for dry hides, is absolutely essential. If the hides be not thoroughly softened not only will the tannage be retarded but generally poor weights will result. An important factor of the soaks is to dissolve out of the hide dried blood and lymph, and to cleanse it externally from adhering dirt. It is quite essential to remove the dried blood and lymph from the hide, because these substances are very prone to putrefaction, and if not removed in the soak are a constant source of danger until the hide is struck through.

When used in soaking dry hides, borax cleanses the dirt from the hair, softens up the grease which has dried on the grain, and forces the water into the body of the hide much quicker than salt or any other known substance.

In the soaking and cleaning of green salted hides before liming borax has no equal. It readily cleanses the hide from all dirt, blood and surface grease, softens up the dirt and grease in the epidermis, and also softens the epidermis itself in such a manner as to allow the lime to readily attack the hair sheaths on the start instead of attacking the coriin, as is the case when hides are placed in the limes with the epidermis filled with dirt and the hair matted together by the dried blood. For this reason borax is especially valuable in the beamhouse for all tanners of sole and rough leather. These tanners well know the increased weight in leather gained in the Buffalo method of liming by placing the hides after soaking in a strong lime for 12 or 15 hours and then taking them and placing them in water heated to a temperature of 100 degrees, in which the hides remain from 24 to 48 hours. The warm water soaks, softens and swells the roots of the hair and much the same result is obtained as in scalding pigs. This method made solid, tough fibred sole leather for the simple reason that the lime

had not time to eat out or dissolve any of the hide substance; but considerable work was needed over the beam to remove the hair, and considerable scudding was necessary to remove the grease.

It is well known that lime sets dirt and that grease kills lime. If the dirt and scurf are not removed before liming the hide must be reduced. It is just as important to present a clean, soft surface to the lime liquor as it is to a tanning liquor.

Tanners are learning that in order to get the maximum weight of leather from a given amount of raw hide the hides must be in a clean condition by quick soaking. By this means more hide substance is retained. The same is true of the liming, for the quicker the hair sheaths are started, less hide substance dissolves. All of these benefits are made possible by using borax in the soaks.

#### Borax on the Upper Leather

Today tanners of upper leather are forced to meet a new condition of things, a condition brought about by the attempts of progressive tanners to split the hide in the beamhouse. The inner part of the hide is easily affected by lime, and before the hair sheaths are ready to start a large amount of the albuminous substance may be dissolved, leaving the surface of the remaining part of the hide, after splitting, in a soft gelatinous condition. Such a surface when presented to the tanning liquor curls and shrinks. This may be prevented by using borax in the soaks. It not only cleanses the hide from the dirt and grease, but shortens the soaking process and prevents the hide substance, coriin, from being dissolved; then, when such cleansed hides are placed in the lime liquor, the grain being in a soft, silky condition, allows the lime to work instantly on the hair sheaths, and these are ready to be removed before the hide proper has been attacked at [redacted].

In the manufacture of this leather a drench made from borax or boric acid will be found to be the proper thing for cleansing the hide of sulphide of sodium and lime.

#### Borax for Wool Skins

Borax is fast proving its usefulness in the soaks to all tanners of wool and fur skins. It not only cleanses the wool and fur and softens the pelt itself, but prevents the slipping of the hair in spots, so noticeable in this class of goods. A good 23 per cent. can be saved in labor and material by thoroughly cleansing wool and fur skins before tanning. Any sort of a tanning liquor sets dirt, and if the hair or wool be not well cleansed before tanning, double the amount of soap and labor will be necessary.

Some of the costly fur skins are of an extremely oily nature and heretofore many have been lost or damaged in the soaking. By the use of borax this is being prevented. The borax cuts the grease, removes the blood and lymph and turns the skins out in a beautifully clean, healthy, condition.

Borax can be used just as successfully in the preparation of wool skins for the pulling process. The wool is cleansed, preparatory to pulling, to some extent by the use of the washing machine. Many of these skins are dry flint, foreign skins, the wool being full of dried blood, grease and filth. It is always difficult to soak such skins, as the grease has been drawn from the body of the skin during the curing and forms a cementary matter on the flesh side, making it almost impossible for water to penetrate. On being painted by sulphide of sodium the glassy surface is not affected

## THE NATIONAL PROVISIONER

and the wool fails to start. The skin is thrown back for further soaking, and the process of painting is repeated until the wool can be pulled, which is often at the expense of the pelt itself.

Borax kills a certain percentage of tannic acid. But properly used greatly accelerates and facilitates the tanning process. It also gives good weight and color and prevents "drawn grain" when used in the early stages only.

Hemlock bark contains a large percentage of "reds," which are the anhydrides of the tannin. These reds are not soluble in cold water, and only to a certain extent in tannic acid, but by the addition of borax all are made soluble, while at the same time the borax corrects any tendency towards poor color which may be caused by them.

The extractive matters accompanying tannin are far from remaining inert. They contain filling properties. They also produce by their dissociation, substances which are generally acid and which naturally facilitate the absorption of tannin by the hides during the tanning process. Borax assists in the liberation of these extractive matters, in the leaching of the bark. But, having used enough borax to accomplish this, we should not upset the good work by adding more borax, and destroying this acid. Neither should we, having used borax to liberate matter which adds to the weight of the hide, turn about after this has been fixed in the hide and use borax until we have withdrawn this weight forming matter.

### For Green Skins

Borax may be used with excellent results to preserve hides and skins as they come from the animal's back. Packers who immerse hides in pickle to preserve them find a little borax goes a long way, one pound doing the work of several pounds of salt. Hides that have lain in the salt for any length of time are frequently found to be rusty, but where borax is used the danger of this is overcome to a great extent.

### BORAX IN LEATHER COLORING

It is well known that only the softest water should be used for washing skins preparatory to coloring them, and as some tanners do not have such water they use soda to soften it. Borax is much better for the purpose, as, in addition to its mildness, it makes a good bottom for holding the color.

Borax is extremely useful in neutralizing any free acid that may remain in acid tanned skins. The dye, especially the basic dyes, will strike a fuller color than they otherwise would, without the borax. It also assists in getting rid of any free tannin there may be left in the skins. This is important, as free, loose tannin tends to precipitate the dye on the tray bottom. Of course the skins for dyeing must be run through this borax water previous to entering the dye bath. This water should contain about one-half per cent. borax. Borax in the water used previously to dyeing prevents the running of the dye in the skin.

This dressing is to be applied to the leather with a very soft sponge, slowly and with care, so as to avoid streakiness. This dressing does not affect the character of the leather in the least, and effectually stops the rubbing off of the color.

In the morocco factories borax is excellent to use in the water for making "sigs," and also in the logwood; then in the currying shops it gives good results in the blacking and pastes.

In the chrome tannage borax in the water for washing, after the second bath, is remarkably good for removing the avid and keeping the grain smooth.

### When Not to Use Borax in Tanning

Borax should never be used in the latter stages of tanning. After the hide has been about one-half tanned all following liquors should be free from its effects.

The proper method is as follows:

The hides were first plumped, then suspended in a liquor made up by putting 6 pounds of dissolved borax into a vat containing 1,200 gallons of hemlock bark liquor, and then pumping this liquor onto a leach and leaving it to steep for the second run. The liquor on coming from the leach indicated 8 to 10 degrees strength. Of course this liquor when it came back from the leach ready for the hides did not contain the strength of 6 pounds of borax, as the fork, acting as a sponge, had absorbed a portion of it. When this liquor, in its turn, was pumped on the bark in the next leach ahead, no extra borax was used, and a portion of that already in the liquor was absorbed by the bark in this leach. Before making the third shift 2 1-2 pounds of borax were dissolved and added to the liquor. After this no more borax was added, and when the tanning process was about half completed, the leather was given a fresh liquor, or, in other words, a liquor containing no borax whatever.

In this manner each pack of hides is handled. Certain conditions may alter the proportion of borax to be used. For instance, whether the bark be dry, well drained, or sloppy. In this, as in most other things in the tannery, no absolutely hard and fast rule can be given.

### BORAX FOR MEATS



NE of the important uses to which borax is put in this country, is in connection with the shipments of pork products to England. Formerly all the hams and bacon were packed in salt, which materially injured the flavor of the meat. It seems that our English cousins have a finer taste than we have. They demand meats packed in borax, in preference to salt; also demand their butter lightly salted, and lightly colored; so, by the aid of borax or boric acid they have their meats and butter reach them in better condition than they otherwise could.

The treatment for hams, shoulders, or sides, is very simple. The meat must be cured in the ordinary manner and then rolled in borax, and the small quantity of borax that adheres to the meat is sufficient to keep it in mild, sweet condition. Borax not only preserves the meat much better than salt, but it also prevents shrinkage to a large extent, and it does not penetrate the meat as salt does; consequently, when a slice of ham is cut and trimmed there would not be a trace of borax on it. When the crevices of the ham, bacon, or shoulder, are filled with borax there may be no fear of flies bothering it, as even the little fly knows that a crevice filled with borax, which makes it so clean and wholesome, is no place to deposit the germs of life, and, consequently, meats thus treated, are skipper proof.

### Pickle is Bettered

Pickled meats are subject to great changes in temperature, when in transit; first, out in the open air, out in the hot air, then into cold cars, where the temperature is changing; then, out into the open air again. On its arrival at its destination these changes of temperature cause the pickle to become stringy or ropy, which, consequently, spoils the looks of the pickle when the barrel is open. The ropiness is caused by the salt and saltpetre withdrawing albumen from the meat, and coagulating it in the pickle. When the albumen is withdrawn, it leaves the meat in a softer condition, and, with the albumen is the nutriment, it makes the meat much less nutritious. Stringy and ropy pickle can be prevented by using one pound of granulated boric acid to an ordinary barrel of meat.

Guts and casings are kept in fine shape, defying shrinkage, before being cured with a maximum percentage of salt, by using 1-2 lb. of boric acid for 100 lbs. stock. The rubbing in with the salt, the finer the better, of course.

## PAN-AMERICAN EXPOSITION NUMBER

### Prevents Sausage Souring

Sausages have a predilection to sour, especially when potato flour is used as a filler; and an excellent way to preserve sausage is to sprinkle over the meat, during the process of chopping, about 1-3 or 2-3 of a lb. of boric acid. Meat thus treated will not shrink or sour in a reasonable length of time.

### Preserving Blood

To preserve blood mix therein, while warm, 1 1-2 oz. boric acid for 3 gals. of blood; stir thoroughly, use the regular amount of salt.

### Stopping Sour Shanks

Sour shanks are prevented by using 5 lbs. of granulated boracic acid, dissolved in 25 gals. of pickle, to be used while pushing the cure. It will, to an extent, counteract the saturation with salt, without destroying any of its preserving qualities; and, by using borax and boracic acid in a packing house, a milder, sweeter, firmer, better piece of meat can be obtained than by any other method. No injurious effects with borax or boracic acid, upon the human system, have ever been chronicled. This auxiliary is now as essential in the packing house as is salt or saltpetre.

### BORIC ACID FOR FISH

**B**ORIC ACID preserves fish much better than common salt does. It does not penetrate the same as salt, consequently it is not necessary to parboil, or to soak fish over night to get the salt out. This soaking also withdraws a great amount of nutriment, resulting in a flavorless fish. Fish are very attractive to flies, and when they are placed on the flakes many are spoiled by the flies. If the fish were sprinkled with, or dipped in a solution of boric acid, or dusted with a powder, especially around the gills, this method also prevents fish from becoming slimy, or flabby; consequently the fish is in a more firm and solid condition. Freezing fish destroys much of the flavor which could be preserved by the use of boric acid.

### Saving Codfish

The old method of curing cod was to use large quantities of salt, and, even with the great amount of salt they used, it would not prevent the fungus growth which presents itself along the backbone of the codfish. This serious trouble is now overcome by sprinkling the backbone with 50 per cent. finely ground salt and 50 per cent. powdered boric acid.

### Slimy Finnan Haddie

Fishermen have been annoyed for years with a slimy formation on Finnan Haddie. This trouble is now obviated by dipping the fish in a solution of boric acid made by dissolving one pound of boric acid in three gallons of water, or by sprinkling with powdered boric acid.

### Curing Mackerel

Mackerel are invariably burnt up with salt. Fishermen and packers could put on the market a nice mild cured mackerel, if they would use boric acid and about one-quarter of the amount of salt they are now using. Then the mackerel would be nice and white instead of the dirty, yellow as they now are. It is as easy to use as salt and enhances the fish fifty per cent.

### Long Distance Oysters

The water of melted ice makes oysters insipid and flabby on long shipments. A very small portion of boric acid could be used with less ice and the oyster retain its firmness. The formula used for oysters is as follows: 1 lb. of boric acid dissolved in 3 gals. of water. One pint of this solution to a gallon of oysters.

### Packing Shrimp

Large quantities of shrimp are packed in bulk. When salt is used they lose their color and flavor, also become less firm than when boric acid is used. A solution is made by dissolving 1 lb. granulated boric acid in 4 gals. of water, this solution to cover the shrimp.

### Trouble with Eels

Fishermen have considerable trouble in keeping eels. These are preserved nicely by merely dipping the eel in a weak solution of boric acid.

### Fish Bait

Fishermen have more trouble about obtaining and preserving bait than they have to catch the fish. They cannot keep ice in warm seas in their small boats for eight to ten days. Frozen bait melts, and often neither frozen nor fresh bait is to be had in port. They often go from port to port in a fruitless and expensive search for bait. Salt bait is not palatable to any fish. By the use of boric acid the bait could be kept fresh and sweet for ten or twelve days, and the expense would be nominal, as 1-3 lb. boric acid makes a saturated solution of a gallon of water, while it requires three pounds of salt to make a saturated solution of salt. The antiseptic properties of boric acid are much greater than salt. The fish curers of Norway, with the aid of Borax, have for years been sending large quantities of fresh fish to the London market. The fish arrived at their destination in fine condition. It is quite important to know that the granulated boric acid should always be used for making a solution, and the powdered for dusting the fish; and, when powdered is used, it should be well dusted in the gills; and as one-third of a pound of boracic acid makes a saturated solution, it is folly to use more.

## How Salt is Made

The process of making salt is a very simple one. There are three varieties of the same general method. In the "grainer" process the brine pumped from the wells flows into huge "settlers" or tanks where impurities sink to the bottom and are drawn off. The fluid next passes into long, shallow wooden vats called grainers. In each of these grainers are several coils of steam pipe connected with great boilers of sufficient capacity to keep the brine at or near the boiling point. Evaporation does the rest. The water rises in vapor and the crystallized salt drops to the bottom of the vat, whence, once a day or once in two days, it is "lifted" out upon the drip boards by workmen armed with steel shovels with perforated bottoms. After drying for a short time the salt is shoveled into pusthearts and wheeled to the storehouse, where it must lie for at least two weeks before shipment, drying out.

In the "pan" system of evaporation a huge, shallow steel pan or basin receives the brine, which is heated by a furnace fire directly under the pan.

The vacuum pan process is the most elaborate of all. It is based on the scientific fact that water in a vacuum boils at a much lower temperature than in air. The evaporating pan, or, more properly, tank, is enclosed and a vacuum is created by pneumatic pumps. A great saving in fuel is claimed for this process, which, however, is at least partially offset by the expense of operating the more elaborate machinery.

The process above described produces the ordinary coarse salt of commerce. Table and dairy salt are made by the same basic process, but these products pass through a series of manipulations to secure greater dryness, finer grain and superior purity.

## Oleomargarine and Its Ingredients



OR some time J. C. Duff, S. B., the chief chemist of the National Provisioner laboratory, has been making a series of analyses and conducting an extensive examination of oils, butter fats and particularly of butters and brands of butterine or oleomargarine for the purpose of instituting a comparison between them and for further determining what per cent., if any, of paraffine wax or other undesirable substances are used in making butterine. The result shows that such substances are not used and that this butter substitute is perfectly healthful, readily assimilated, perfectly wholesome, nutritious, and, as an edible commodity, does not materially differ from the genuine dairy product.

Animal fats and oils are mixtures of varying proportions. Chemists call these compounds esters; for instance, Tri-stearine, Tri-almitin, Tri-olein, Tri-butyrin. For the sake of convenience we will drop the "Tri" in further references. Stearin is white, light, without odor or taste, and lighter than water. It is soft. Palmitin is similar to stearin. The other substances cease to be solids at ordinary temperature.

Cottonseed oil contains in its composition 25 to 30 per cent. of stearin, a small amount of palmitin, a large per cent. of olein, and a very small per cent. of linolin, which is not found in animal fats, being a property only of drying oils. Butter differs from other animal fats in the fact that it contains 7 per cent. of butyric acid. This has a heavy, disagreeable, rancid smell. Chevreul discovered it in 1814. It is this acid which gives flavor to butter. It has no food value, but tends to make butter when aged decidedly unwholesome. Butter's chief ingredients are 37.70 per cent. of olein and 53 per cent. of stearin and palmitin. This is the rough hued difference between butter and butterine. It will be readily seen that the melting point, heating properties, food value and digestibility of the two similar substances cannot materially vary. The butyric acid and glycereids of butter being volatile, escape to a greater or less degree when heated to the melting point, thus bringing it still nearer, chemically to butter.

In the analyses made, our tests were for melting point, for paraffine and for noxious ingredients, other than "butter color." After weeks of thorough and patient work by our careful food expert we are enabled to announce the following summary of the results of his investigations:

### ANALYSES AND TESTS

Factory.	Melting Point, Degrees F.	Noxious Paraffine. Ing'dts.
Armour Packing Co., Kansas City....	91.8	no trace none
Braun & Fitts, Chicago.....	95.6	no trace none
Capital City Dairy Co., Columbus, O.— Buckeye .....	90.1	no trace none
Purity .....	93.6	no trace none
Friedman & Co., Chicago .....	90.2	no trace none
Goshen Mfg. Co., Providence, R. I....	90.8	no trace none
G. H. Hammond Co., Hammond, Ind. ....	94.5	no trace none
Arthur Jordan Co., Indianapolis, Ind. ....	86.5	no trace none
W. J. Moxley, Chicago.....	92.4	no trace none
Oakdale Cream'y Co., Providence, R. I. ....	94.8	no trace none
Swift & Company, Chicago.....	95.8	no trace none
Union Dairy Co., Cleveland, O.....	86.8	no trace none
Vermont Mfg. Co., Providence, R. I. ....	89.0	no trace none

The products of the other factories were within these ranges.

No oleomargarine made by a Government-inspected factory of this country has even a trace of paraffine in it, has a higher melting point than the temperature of the human stomach, or contains any noxious ingredient of any kind whatever, unless "butter color" be termed such.

We analyzed samples of the products of every government inspected factory in this country; no other kind of factory is allowed to make butterine. Our chief chemist conducted his experiments with and made analyses of samples from the commercial

stocks of all but four of the Government-inspected butterine factories in the United States. This was done to get the commercial test of the trade article.

Our own laboratory experiments, covering hundreds of samples, show that the ordinary melting point of butter is 89 degrees Fahrenheit. The exhaustive experiments of A. Winter Blyth confirm our own conclusions.

The melting point of margarine itself is 88.5 degrees Fahrenheit. The results of the examination of fifteen samples of oleomargarine by Benedikt & Lewkowitsch, the highest authorities in the world, were as follows: Highest melting point, 81 degrees Fahrenheit; lowest melting point, 74 degrees Fahrenheit; average melting point, 77 degrees Fahrenheit.

Oleomargarine is a triumph of chemical science, the triumph being in the consistent incorporation of several well-known and highly nutritious condiments into one perfectly homogenous mass so as to form of them a wholesome, healthful food substance.

The pure leaf fat of the government-inspected hog is heightened in food value by being converted into a tasteless, odorless oil called neutral lard. The animal has first received a clean bill of health from the United States Government before he goes to the abattoir. The rich cow fat of the government-inspected beef steer is similarly turned into a rich pure oleo oil, to become a component. In addition to this the oil substances of both the beef and the swine are purified by fire, being for a long period cooked at a very high temperature. Nothing but the purest of nutrient oils are left.

The extra prime yellow cotton oil made from selected cotton-seed—because it cannot be made from any other grade of seed—and refined to a perfection which entitles it to its commercial name, "butter oil," is the other chief ingredient of oleomargarine. This oil is odorless and tasteless. A large percent. of pasteurized cow cream goes to complete the body of the product. Color to please the eye, butyric flavor to please the taste and salt to heighten its savor complete the list of ingredients which combine to make oleomargarine.

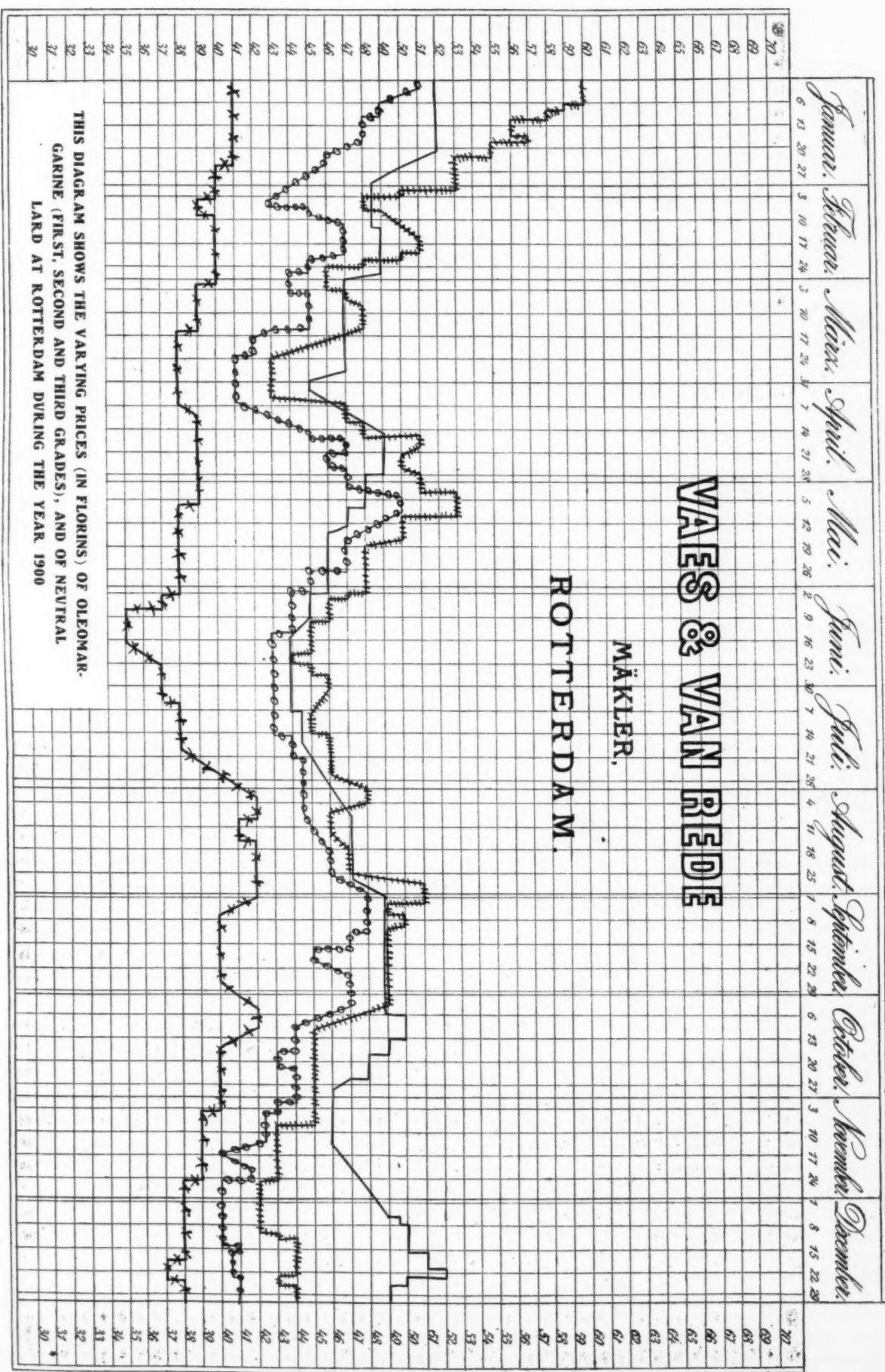
All legitimate makes of oleomargarine melt below the normal temperature of the stomach.

Cotton seed oil is the only oleaginous ingredient in butterine that is not an animal oil.

Let us see how cotton oil is cleaned for this butter use. It is a vegetable oil of a healthy vegetable farm product. It is refined with caustic soda. This foreign substance is entirely eliminated. Cotton oil is as easily digested as any edible food or oil, and it has practically the same food value as olive oil, butter or similar fats. In combination with animal or other fats it does not generate any acids or undergo any chemical change which makes it injurious to health. Under ordinary conditions cotton oil will remain sweet and unchanged for years. A package stored for five years showed no change after that period. A high temperature will not cause cotton oil to acquire free fatty acids. An abnormally moist temperature has no effect on the character and keeping qualities of cotton oil. In kitchen temperatures cotton oil does not act differently from butter, lard, or other cooking fats. Its character does not materially differ for edible purposes from that of butter. Volatile acids make a difference similar to that between scented and unscented soaps.

Cottolene is a product of cotton oil. It is used in the kitchen of every respectable hotel in the country. It is purified, deodorized cottonseed oil solidified. This vegetable oil is not only healthful as an incident to cooking, but it has medicinal properties. Cottonseed oil is also an important factor in the manufacture of many of the very best brands of canned edibles and some of the most delightful salad dressings and other relishes which we have in the market.

PAN-AMERICAN EXPOSITION NUMBER



First Grade Oleomargarine

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Second Grade Oleomargarine

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Third Grade Oleomargarine

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Neutral Lard

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## Cotton Oil Refining



OTTON seed oil is the sister product of lard. The cotton seed oil refinery is the natural outgrowth of the cotton seed oil mill and the commercial demand for a very fine grade of refined oils for edible products, machinery and manufacturing purposes. The Kentucky Refining Company, at Louisville, Ky., years ago established itself in this line of business and has ever since turned out products which are not excelled in any particular. The output of this great concern is the best which it is possible to produce at this time. Its processes are the latest. A study of this immense and ramified factory is a most interesting one. President E. H. Ferguson and Secretary F. B. Martin make a visit pleasant. The Kentucky Refining Company is a model concern both in its superb equipment and the perfectly made and high grade products of its factory.

## Butterine for Export



HE GOSHEN MANUFACTURING COMPANY, of Providence, R. I., maker of butterine, is one of the best known concerns in its line in this country. It does a large domestic business, but makes a specialty of its export trade, the West Indies getting a large proportion of its product. Its factory is one of modern machinery, with every facility for manufacturing and shipping. Its plant is a model of cleanliness and its business methods such as to give general satisfaction and increase patronage. Being close to the ports of New York and Boston it can make shipments to foreign countries with little loss of time, and close connections with foreign ports are always possible.

## Improved Elevators



HE DEAN ELEVATOR COMPANY, of Worcester, Mass., is in possession of recent patents granted to Mr. Dean, by means of which it is said to be able to offer hydraulic plunger elevators which, in ordinary cases, will do the work with one-half the water used by many elevators. This recent improvement is also applicable to elevators now in use.

As an indication of the merits of Dean elevators it is only necessary to say that they are used in the branch houses of Swift & Co., Armour & Co., and other large packing houses.

Rights to use the Dean patents and to manufacture in all territories outside of New England are for sale.

## Where Perfect Oleomargarine is Made



HE manufacture of oleomargarine has become such an important and widely discussed subject as to be of intense public interest. A visit to and an inspection of a plant using modern methods and modern machinery for making this oleaginous product is a study worth going hundreds of miles to see and study.

At Providence, R. I., is one of the most interesting of the big oleomargarine plants in this country. It is the factory of the Vermont Manufacturing Company, located on Jackson avenue. An inspection of the plant itself will disclose the fact that neither the sense of sight nor the sense of smell is offended at any stage of the process, nor in any parts of the buildings used for manufacturing or storage purposes. This plant is a marvel of cleanliness. At its head is one of the most notable men in the oleomargarine business. He is General Manager M. E. O'Meara, who throws wide every door to every stage of the process of manufacture.

The fresh, pure, clean raw materials which make the ingredients of this twentieth century butter are seen in their original state. Then all of the processes of preparation and mixing are thrown bare. All of the processes are seen. When the visitor finally asks, in surprise, "What are the secrets of making this substance?" Mr. O'Meara says: "There are no secrets except skill, good appliances and good materials." It is true.

The Vermont Manufacturing Co. makes as fine an oleomargarine as can be made. Its plant is a faultless factory.

## Bags of All Kinds



TTENTION is called to the advertisement of the Consolidated Bag Company, appearing in this issue. This company's contract with the sugar trust makes it the largest handler of second-hand bags in the United States. They are also the largest manufacturers and dealers in the United States in sugar bag cloth for covering cotton; this is said to be the most desirable covering for cotton bales obtainable.

The Consolidated Bag Company has a very large factory in Brooklyn, also another in Camden, and it carries in store always an immense supply of bags. Parties desirous of contracting for one or more carloads, or for several hundred thousand, or a million bags, will find it to their advantage to correspond with this company. They are headquarters for a bag very largely used for exporting cottonseed cake, the bag which is known as the Cuba Blue Stripe, 29x47 to 48 in size, a large heavy bag. This bag is also used in exporting corn to Central and South American points.

## Plunger Elevators



NE of the largest concerns manufacturing freight and passenger elevators in this country is the Plunger Elevator Company, of Worcester, Mass. The "plunger" elevator for freight service has become widely known and is used by many of the largest companies. For passenger service it is gaining popularity. Owing to its construction the type of elevator is economical and trustworthy, and for high speed passenger service has claims that are not to be overlooked. These elevators are seen in some of the large buildings in Boston, Providence, Hartford, New York, Philadelphia, and other cities and are proving highly satisfactory. The company will send particulars upon request.

## Butchers' and Packer's Machinery

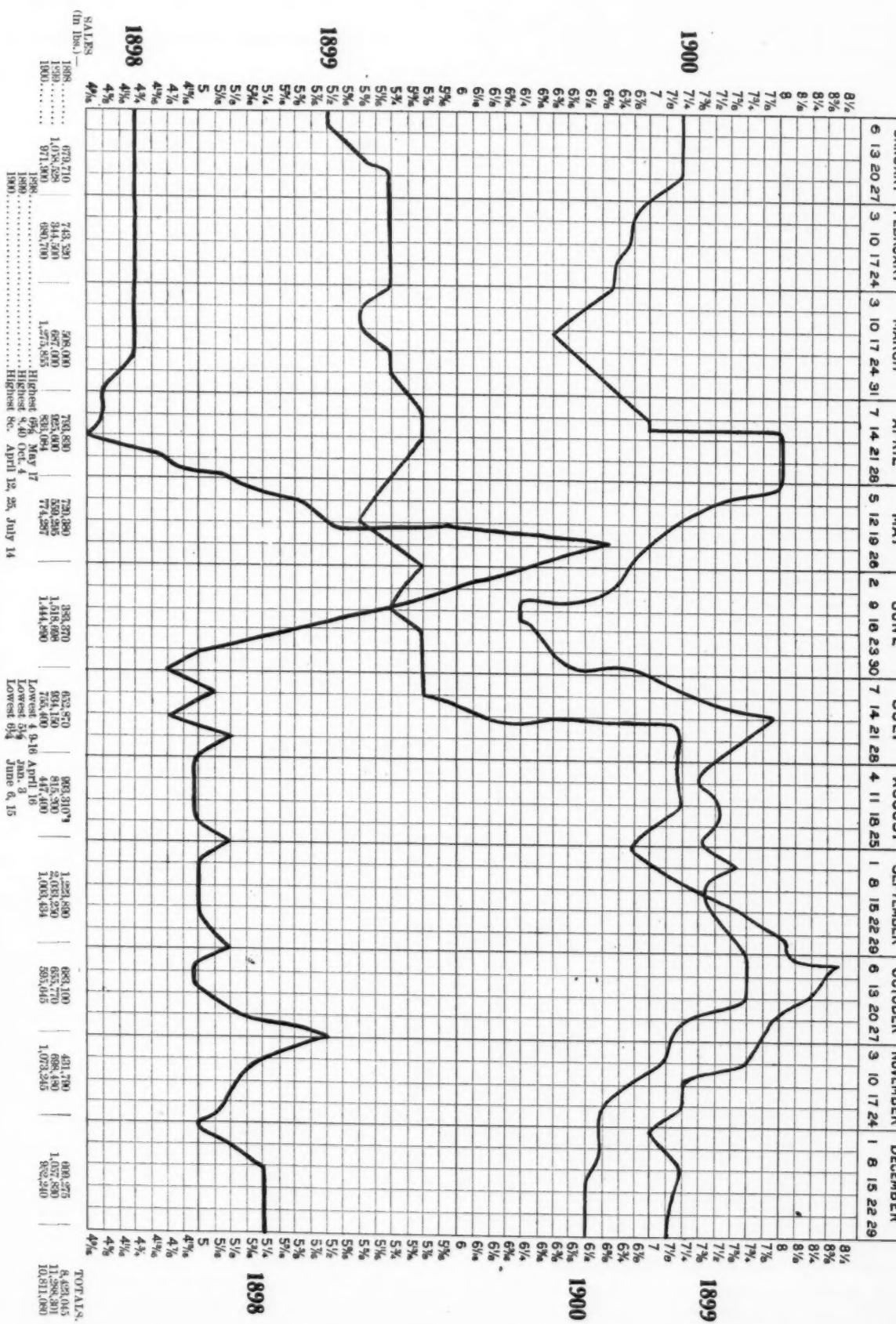


JOHN E. SMITH'S SONS, of Buffalo, N. Y., U. S. A., one of the largest manufacturers of meat cutters' and butchers' and packers' machinery in the world, whose cut and advertisement you will find in this edition, make a silent cutter which is worth the while of any sausage maker to investigate. From what we have seen and heard of these cutters throughout the United States, it must be a wonderful machine. It can be found in nearly all the largest packing houses of Chicago, Kansas City, etc. It is claimed that this cutter will cut a batch of meat fine in less than three minutes. This machine is already known the world over and is used in nearly all of the largest sausage factories throughout the world. We would recommend any of our subscribers or readers to write this firm for their prices and particulars.

Besides this cutter, John E. Smith's Sons manufacture a lard mixer or agitator which is considered by the packers of this country the most practical mixer on the market. It is made in various sizes.

PAN-AMERICAN EXPOSITION NUMBER

WEEKLY FLUCTUATIONS OF OLEO-STEARINE IN NEW YORK MARKET DURING YEARS 1898, 1899, 1900.



The above Valuable, Concise and Clever Chart was Prepared by Mr. David C. Link, of 450 Produce Exchange, New York City

## All Kinds of Presses



**T**he may be of interest to many readers who are using presses made by The Boomer and Boschert Press Co., of Syracuse, N. Y., to know that they have recently made a large addition to their building and also put in several large machine tools, their former facilities not enabling them to keep pace with their rapidly increasing trade in large and heavy presses. This company was formed thirty years ago and is among the oldest and best known manufacturers of presses in this country.

Beginning business in a small way and manufacturing only one style of press, (the knuckle joint) of light power and mainly for tankage, lard and tallow scrap, cider, etc., they are today building knuckle-joint, four screw and hydraulic presses, for nearly every purpose requiring pressure and ranging from 50 to 1,000 tons power. Among the many purposes for which their presses are used are tankage, lard and tallow scrap, oleo, lard oil, stearic acid, leather grease presses for sheepskins, baling presses for cotton and woolen goods, rags, wool, etc.; steam plate presses, for rubber manufacturers, straightening hard fibre sheets, mica insulation work, and composition pool balls; also wood pulp and veneer presses, and for a countless number of other purposes.

Realizing that success lay in making their presses the standard of excellence and keeping abreast of the times, this company has constantly made improvements on its presses, and have led the way in making them heavier and stronger as the necessity for heavier pressure became apparent. Their success has been well deserved and we are glad to take this opportunity of testifying to the esteem in which we believe them to be held by their many friends in the trade.

In the presses built for the packing house trade especially is their influence felt. The present tendency of the packers to use extremely high pressure on their tankage was early perceived by this company with the result that their presses today for this purpose are among the most powerful on the market, the size commonly used exerting a pressure on the tankage of 300 tons. The old idea that the grease would not run after the bulk of the water was out of tankage and that consequently a slight pressure was all that was needed was effectually exploded, as those who are using their heavy presses will testify. Holding that when the tankage was laid up and under the presses the labor on it was ended and that it cost no more to press it thoroughly than to half do it, they tried the experiment of giving a heavier pressure and more time to drain, with most gratifying results in yield of grease and resultant profit.

This company's improved Automatic Lard Oil Press, which having a capacity of from 12,000 to 20,000 pounds of material at a pressing and being so arranged as to permit of changing the speed of pressing from one foot travel in thirty-six minutes to one foot in five and three quarter hours, according to the condition of the stock, is a great saving over the old method in quality of product, economy of labor and floor space occupied. They now have on their books several thousand dollars worth of orders for presses of this style from some of the large manufacturers of lard oil. The advance in ideas regarding high pressures is also shown in the fact that they have an order for presses for lard and tallow scrap which are to exert a pressure of 500 tons on the material which is contained in a hoop 30 inches in diameter, giving a pressure of over 1,400 pounds per square inch, which a few years ago would have been thought absolute folly but which experience has shown well repays the operator for the extra first cost of press.

In all their presses the greatest attention is paid to the small details which some manufacturers pass over as of small account, but which add to the perfect working of the press, and make it more durable. All their machinery is fully guaranteed against break-

age through flaws or defects in workmanship, and we would advise any in need of presses for any purpose to correspond with the company who will furnish a handsome catalogue on application.

## What Preservaline Has Done



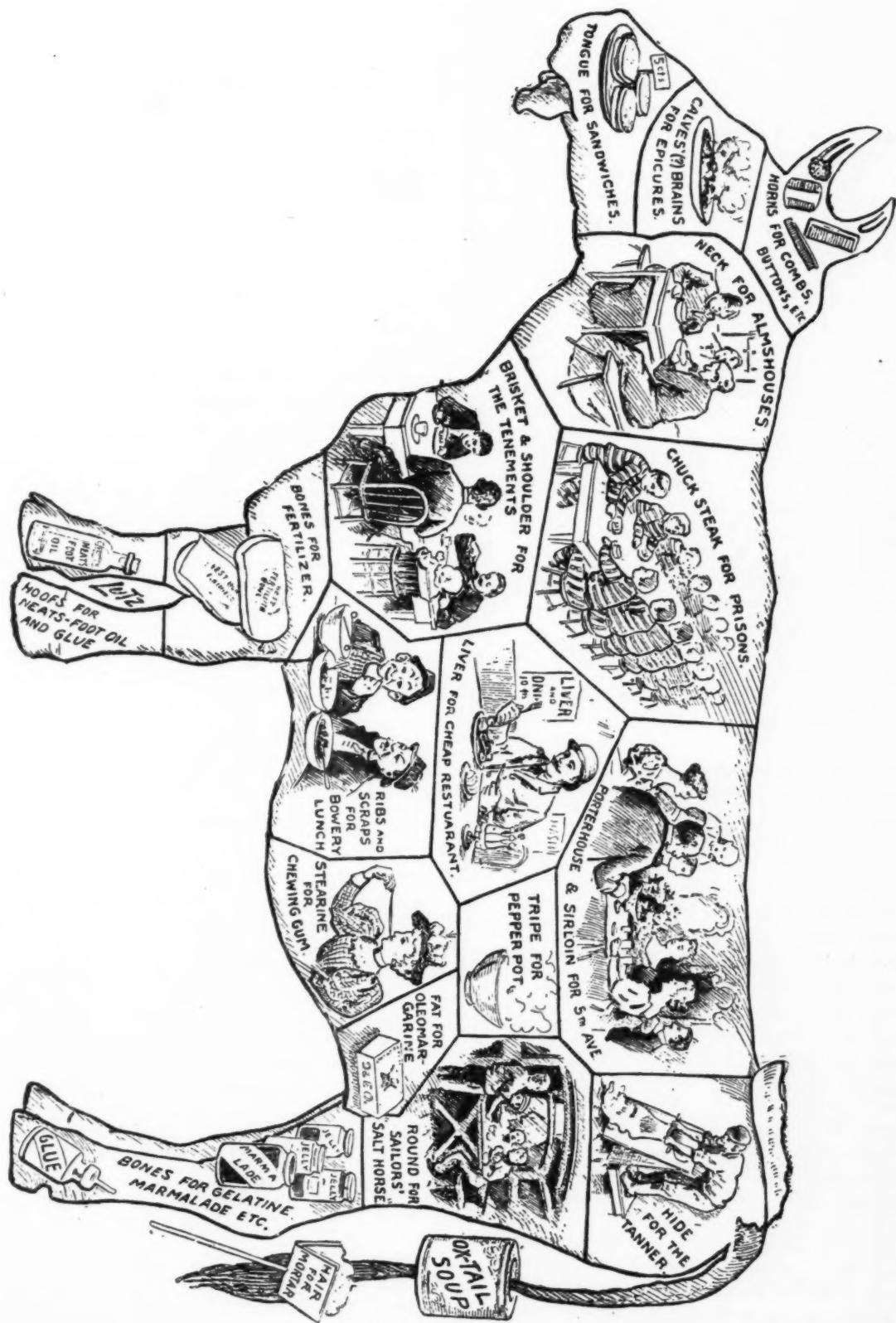
PERHAPS at a time like this, when the Pan-American Exposition depicts the great strides made in the mechanical, textile and industrial arts by American genius, it is not amiss to point out what is perhaps of equally great interest to those interested in the meat industry—changes in the methods of curing and corning meats, in the manufacture of sausages and handling of fresh meats. We could not in many pages give a full history of the changes, and hence will but briefly allude to what all engaged in the trade recognize.

How many of the public to-day, eating mild salted meats, recall that twenty-five years ago such a thing was not general, but was even thought impossible? It is just twenty-four years since there was presented to the attention of the packers and curers of meats a new style of cure known as the "Preservaline" cure. This was such a radical departure from the general methods then in vogue that it was received with grave doubts. But gradually these doubts were most certainly replaced by enthusiastic confidence, for it was not long before those who had tested it found how true were the claims made, and that, by using Preservaline, a superior ham and bacon or beef was obtained, with greater gain in weight and possessing a milder and finer flavor. Then much salt was needed in the cure to prevent the meat souring; but now Preservaline does that. To-day many of the large establishments have adopted the Preservaline cure, and the small seed planted in 1877 is to-day a towering and mighty tree in the shape of the Preservaline Manufacturing Company, one of the representative houses of this country, and manufacturing exclusively preservatives for food—all kinds. What the meat industry owes to Preservaline it will be hard to calculate; but assuredly Preservaline has saved butchers many millions of dollars. The public, too, has gained, since no meat by the Preservaline method of handling spoils, hence no sour and spoiled meats run a chance of being sold at a sacrifice to the poor to the injury of their health—as was but too frequently the case twenty-five years back.

In the making of sausages it has played a no less important part; though, perhaps, the small sausage manufacturer has not gained so much as the general packer. This packer can now make quantities of sausage in advance and by using Preservaline feel sure that they will not deteriorate in flavor, weight or appearance, and, hence, can ship such into every part of the country and even to export them. The same applies to fresh meats, chopped beef, game, poultry, and likewise to dry salted meats for export. And, speaking of export, who realizes that but for Preservaline and its introduction to the meat trade, our exports of cured and smoked meats might not be what they are? The credit is due to Preservaline for their world-wide reputation as much as to the sagacity of our packers in realizing the value of Preservaline and the opportunity for expansion it afforded, and of seizing upon it.

The Preservaline Manufacturing Company, the owners of Preservaline, are located in New York City, with two large factories, one in Brooklyn and one in Newark, and with branch houses at Chicago, San Francisco, Melbourne (Australia), Auckland (New Zealand), and London. They are prepared to give advice and any information to all desiring such or who have any problem in the keeping of perishable food substances to contend with. Their Preservaline for the meat trades, originally but one brand, has broadened into eighteen brands to-day, each for a specific purpose, while for the general preservation of foods their line comprises 237 different and distinct brands of Preservaline.

PAN-AMERICAN EXPOSITION NUMBER



## The Advent of Sausages in America



THOSE who stop to remember the great name which German, French and Italian sausages exclusively enjoyed in this country for nearly a quarter of a century and the immense trade which is still done in foreign links will easily conjure up the name of the late Joseph Bacharach, whose repute is the most prominent in the imported sausage business.

The great sausage house of Joseph Bacharach had become known everywhere any sausage was sold. It is synonymous with that of a high class sausage trade. This concern was, years ago, and is now, the biggest and most noted sausage house in this country. Its repute is also commensurate with the growth of the imported and domestic sausage trade in this country.

In 1876, twenty-five years ago, Joseph Bacharach established himself in New York City in a small way, in a corner in his brother's store. He had to store his goods elsewhere. He had tact, ability, and a tireless perseverance. These attributes at once told, along with the fact that he knew sausages, cultivated the tastes of people and pushed his way in with a gentlemanly demeanor that was liked by every one. To this, also, he added honest business methods and a careful study of the orders given.

His business grew, naturally. He sold his sausages and his ways of business were appreciated. His increasing business soon demanded more room. He moved to larger premises, at 377 Greenwich street. This stimulated young Bacharach to renewed exertions. He was gaining both custom and business experience. He introduced new ideas into his business. And his trade responded by broadening and enlarging. Ascertaining the tastes and demands of the different nationalities in his trade, he provided the sausages each liked best.

He studied the tastes of the people and catered to them. The result was natural.

The business again demanded new and larger quarters. He moved to 345 Greenwich street and, a few years later, a still bigger trade required more room. He then purchased the property at 347 Greenwich street, where he erected the big structure in which the business of the concern has been conducted ever since. This building is fitted up in the most modern style for the handling of such goods.

There are hundreds of customers who will no more take a sausage with the name of Bacharach left off its package, than they will think of eating corned beef for steak. In fact, connoisseurs looked upon the name "Bacharach" as a guarantee of genuineness and quality. They trusted and still trust the house implicitly and have done so through the years.

Last year an untoward incident removed the founder of the business from this life, beloved by all who ever knew him. Milton Bacharach, who had been the right hand man of the late Mr. Bacharach for ten years and knew every in and out of a sausage and the sausage business, took the helm and in its successful management has shown the training of his predecessor and the true incision and ability which is bred in him. "Mr. Milton," as his staff affectionately call him, has an affable manner, a business foresight and a knack which command respect and trade. He is one of the most popular men in the provision trade to-day, and his house enjoys his popularity. He is a strong and prominent trade figure and one of the most influential and highly esteemed members of the New York Produce Exchange, and in the trade world.

The house of Joseph Bacharach was the first in this country to export sausages and was the first business house to import them.

The entire provision world is familiar with this great American sausage house and its lines. Recently the concern, yielding to a trade demand, has added to its stock a complete line of cured pork

products, taking every care that no turn or move shall in any way imperil the ancient reputation and good character of the commercial name of Bacharach. Possibly no import house has had so few complaints of its goods in its long career. The foreign sausage trade certainly never had a more successful distributing house in America. This was due to a consistent and a careful importation of only the best stuff.

## Economy the Road to Wealth



ROVISION DEALERS, perhaps more than any other class, find it imperative to study economy. This can never be overdone, no matter how small the business or how large the "turn-over." In boiling hams, for instance, it is possible to save a shrinkage of from three to five per cent; not large, it is true, until you stop to consider that the saving when 100 or 200 hams are boiled daily, represents a sum, which, in itself, is a profit of no small magnitude.

Wolf, Sayer & Heller, of New York and Chicago, have, of late, put upon the market the "Peerless" ham wrapper, to encase a ham before boiling. It saves shrinkage, time and labor, and enables the user to turn out a ham, whether boneless or otherwise, in better shape and flavor than in any other way.

Meat curing by machine is undoubtedly the proper caper; many of the most successful packers of to-day have in use the Hatch Meat Curing Machine, by means of which it is possible to cure meats without a loss, for the reason that, after the animal heat has left the meat, this machine enables the user to inject, by the thimbleful, instead of by the pint or quart, as is the case with the ordinary ham pump, in definite and limited quantities, without any guess work, the necessary sweetening, saltpetre and preservatives. This machine further enables the packer, from the fact that the curing material is injected at the points most liable to become sour, to work with absolute safety; but the leading feature is that it reduces the cure from thirty to fifty per cent., and this with the brine 60 to 65 degrees in the ordinary packing house temperature of about 40 degrees. It will pay meat curers to investigate. For information, address Wolf, Sayer & Heller, New York or Chicago.

## The Arctic Ice Machines



RCTIC. In 1877 there was erected in Buffalo a refrigerating machine which was a radical departure from any that had been tried up to that time. It proved a success, others were put in, and demonstrated that mechanical refrigeration was practical. This was the beginning of what later became one of the leading machines, and the Arctic, as this machine was called, became a familiar sight in the principal breweries, packing-houses and ice plants of the country, and no machine was more widely known. Due to causes totally removed from the machine itself, the manufacture of these machines was practically stopped for a number of years.

About two years ago the building of this machine was taken up by the Arctic Machine Co., of Cleveland, O., who went at the work of reestablishing the business in a most thorough manner. They were careful to take only such business as they could handle in a satisfactory manner, in the meantime improving their facilities for its manufacture. They are now so far along that they will be able to handle their increasing business in the same satisfactory manner as they have done so far. While they point with pride to the old Arctics, which have been doing good work continuously for over twenty years, they are selling the new Arctic on account of its present construction, and results show that they are fully justified in the claims they make for it.

PAN-AMERICAN EXPOSITION NUMBER



ESTABLISHED 1857.

# ROHE & BROTHER

Pork and Beef Packers  
Lard Refiners and  
Manufacturers of Lard Oil



*Packing Houses*: Nos. 264-266 and 268 West 33d Street. 543-545-547 and 549 West 35th Street. 533-535-537-539-541 and 543 West 36th Street. 534-536-538 and 540 West 37th Street.

*Abattoir*: Foot of 40th Street, North River.

*General Offices*: 264-266 and 268 West 33d Street.

*Export Offices*: 344-346 Produce Exchange.

NEW YORK CITY.



# Schwarzschild AND Sulzberger Co.,

*Packing Houses: New York,  
Chicago & Kansas City.*

*Branches in all the principal cities of the United  
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